With the KEY on the cover

OFFICE APPLIANCES

THE · MAGAZINE · OF · OFFICE · EQUIPMENT
FOUNDED · BY · GEORGE · H · PATTERSON
EDITED · BY · EVAN · JOHNSON · □ · □ · □ · □

OCTOBER
1 9 1 3

NEXT MONTH — LARGEST NUMBER OF THE YEAR. CONTAINING COMPLETE STORY OF THE STATIONERS' CONVENTION AND REVIEW OF THE NEW YORK BUSINESS SHOW

This Book–Free

"Cost Keeping Short Cuts"

A clear, interesting and complete treatment of the subject of costs and cost keeping—full of the actual experiences of business men and the ways they have found to solve their problems.

Every theory—every practice—every idea can be applied either with or without the help of a Burroughs Bookkeeping Machine.

Used as text book in the Universities of Minnesota, Wisconsin and Indiana.

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Burroughs Bookkeeping Machines cut the cost of keeping costs, just as automatic screw machines cut the cost of making screws. After a few minutes' practice on a Burroughs any bookkeeper or cost man can just about double his producing ability—on straight adding or calculating he can do from four to six times as much work. You can try a Burroughs Bookkeeping Machine in your own office, free and without obligation. O. K. the lower paragraph on the coupon.

Burroughs Adding Machine Company
39 Burroughs Block, Detroit, Michigan
Please send me copy of "Cost Keeping Short Cuts"—Free.

Name.....

Firm Name.....

City..... State.....

Business.....

Check

Yes / No — I should be glad to know how a Burroughs Bookkeeping Machine will help me in operating an adequate cost system without too much expense.

The Ramer Trademark Is the Guarantee of Satisfaction

NO MACHINE is allowed to go out of our factory until we are positive that it is complete in every detail and that every part is in perfect working order. The extreme care exercised in our factory is responsible to a great extent for the excellent reputation of

RAMER
Remanufactured Typewriters

Do not experiment with machines that merely have been "slicked up," because the experiment is liable to prove expensive. The Ramer machines are actually remanufactured the same as a new machine is manufactured in the factory, each part being carefully examined and, if even slightly worn, replaced before the machine is assembled.

If you are not already on our list of agents we want to lay before you a proposition that will be worth money to you. The reputation of Ramer Remanufactured Typewriters influences the reputation of the dealer who handles them. It helps him sell machines and indirectly increases the sale of supplies or any other articles which he may carry.

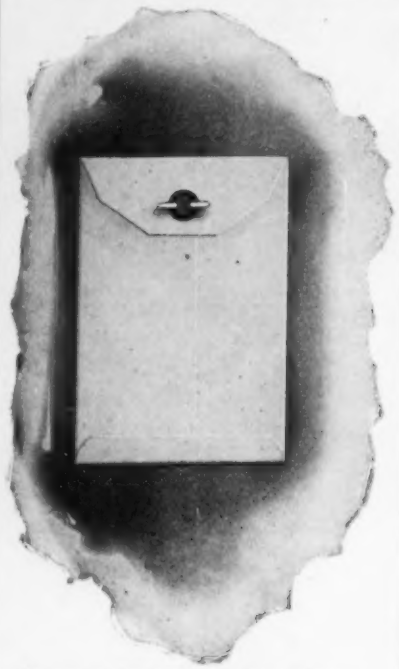
Drop us a line today. We want to know you.

Wholesale Typewriter Company

314-316 Broadway, New York, N. Y.

LONDON: 136-137 Long Acre, W. C.

DEALERS visiting New York who have not time to call at our main office and factory, are invited to visit our "Little Store" in the Hudson Terminal Concourse, where a complete line of machines is carried and the same treatment is accorded as at headquarters.



Improved Double Metal Clasp Envelope

Feature These Envelopes

and get in line for your share of the profits resulting from their extensive sale in all parts of the country. No up-to-date commercial stationer can afford to be without them. If you do not carry a supply your competitor will jump in ahead of you and you will be the loser.

The Open End Tension

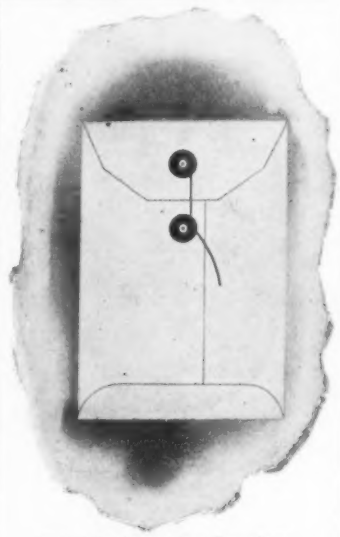
is a leader in every respect. It is being sold by the thousands every day. It is made in Jute, Kraft and Manila with a patent washer covering the eyelet inside of envelope to protect the contents.

The Improved Double Metal Clasp

is a favorite everywhere. This envelope is made with re-inforced washers on both sides of the flap which makes it much stronger than the old style with metal eyelet, and gives correspondingly better service.

Our complete line includes the best of everything in Tension Envelopes, Mailing Boxes, Document Envelopes, Clasp Envelopes, Filing Envelopes, Photo Mailing Envelopes, etc.

Write at once for your copy of our catalog, "Envelope Specialties."



Open End Tension Envelope

THE TENSION ENVELOPE COMPANY

PIO NEERS AND ORIGINATORS

Salesroom: 296 Broadway, NEW YORK **Factory:** Bush Terminal

Selling Agents in Principal Cities

WEIGHED
AND NOT FOUND WANTING

This model of the Standard Folding has now been on the market about a year and a half, during which time a large number have been sold—yet, to the best of our knowledge, no customer has ever asked to have his purchase money refunded (save for inability to make prompt delivery).

The CORONA is popular because it never falls short of any one's expectations. It is good to look at, easy to write upon, convenient and thoroughly dependable.

The CORONA has withstood tests given it by the engineers of more than one big manufacturer. It has also withstood the tests of those people who expect a guarantee to take the place of oil and gasoline and it always comes out on top—stays sold.

STANDARD TYPEWRITER CO.
GROTON, N. Y.

The Name
REMINGTON
Stands for

The Longest History
The Widest Experience
The Greatest Manufacturing Resources
The Most Complete and Comprehensive Product
The Largest Selling Organization
of any concern in the typewriter business.

From every angle and from every point of view the Remington qualifies as the "Recognized Leader among Typewriters" —*First* and *Always.*

Official Typewriter of the Panama Pacific International Exposition.

Remington
Typewriter Company
(Incorporated)
New York and Everywhere

CRANE'S
JAPANESE LINEN

CRANE'S
1913
ALL LINEN

CRANE'S

"ALL LINEN" and "JAPANESE LINEN" TYPEWRITER PAPER

Of recognized Quality.

Unexcelled for Professional and Commercial Documents.

Made in White, Cream and four Colors.

A complete line of itself.

Can be stocked alone, or in connection with "BERKSHIRE"

Sample Books with Dealer's name furnished GRATIS.

We are sole manufacturing agents.

Ask for Sample Book.

Eaton, Crane & Pike Co.
Typewriter Paper Department
Pittsfield, Mass., U. S. A.

'Tis a source of supreme satisfaction

to know that the goods you sell are absolutely dependable—to know that the claims you make for them are backed by the guarantee of a thoroughly reliable manufacturer who specializes on the best.

This satisfaction is yours if you handle

RETYCO REBUILTS

All "rebuilt" typewriters are not of the same quality any more than all jewelry or lead pencils or other articles with which you are familiar. Most people can easily judge the quality of a pencil; but some find jewelry a difficult matter. Many find it difficult to distinguish between the real rebuilt and the imitation or "slicked up" machine. Worthless machines can be refinished at small cost and made to **look** (not work) like new. The test is in the actual use. Retyco Rebuilts have been put through the test and the result is that each one sold is a strong advertisement for the dealer making the sale.

We want to know you and we want you to know Retyco Rebuilts. Let us get together. It will be to the best interests of both of us.

Rebuilt Typewriter Co.
417 S. Dearborn St.,
Chicago

International Records

for

Speed
Accuracy
Stability

Tell the tale of

Typewriter Supremacy

They prove that the

Underwood

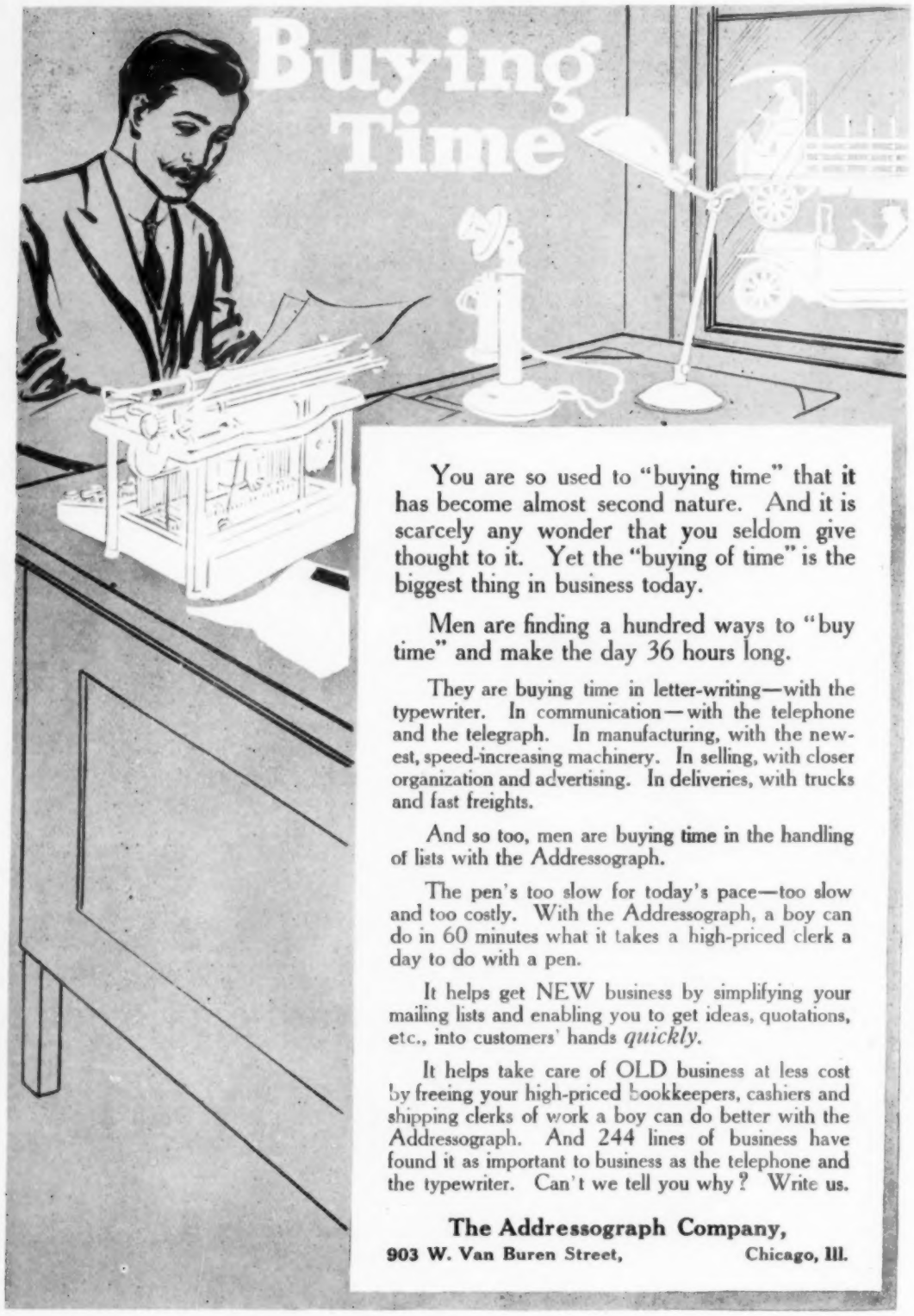
Holds every International award ever made for

Rapid, Perfect Work

"The Machine You Will Eventually Buy"

UNDERWOOD TYPEWRITER CO., (INCORPORATED) Underwood Building, New York

Branches in All Principal Cities


Buying Time
You are so used to "buying time" that it has become almost second nature. And it is scarcely any wonder that you seldom give thought to it. Yet the "buying of time" is the biggest thing in business today.
Men are finding a hundred ways to "buy time" and make the day 36 hours long.
They are buying time in letter-writing—with the typewriter. In communication—with the telephone and the telegraph. In manufacturing, with the newest, speed-increasing machinery. In selling, with closer organization and advertising. In deliveries, with trucks and fast freights.
And so too, men are buying time in the handling of lists with the Addressograph.
The pen's too slow for today's pace—too slow and too costly. With the Addressograph, a boy can do in 60 minutes what it takes a high-priced clerk a day to do with a pen.
It helps get NEW business by simplifying your mailing lists and enabling you to get ideas, quotations, etc., into customers' hands *quickly*.
It helps take care of OLD business at less cost by freeing your high-priced bookkeepers, cashiers and shipping clerks of work a boy can do better with the Addressograph. And 244 lines of business have found it as important to business as the telephone and the typewriter. Can't we tell you why? Write us.
The Addressograph Company,
903 W. Van Buren Street, Chicago, Ill.

The Machine Which Will Be Your Ideal of a Typewriter

The Unique Multiplex Hammond Visible

The Multiplex Is the Only Typewriter Which Has:—

Two distinct styles of **type** or **two different languages** always in position!!! **Instantly** changed, by a mere turn of the type knob.

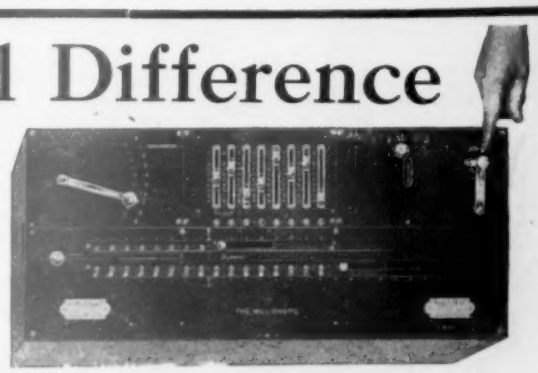
Other Unique Features Are:—

Simplicity!! About one-tenth the parts of any other standard typewriter,
Durability! The Hammond *never* wears out.
Produces the most beautiful work.
Gives perfect alignment of letters.
Manifolds perfectly.
Writes on any width of paper.
Impressions of the type are automatically uniform whether keys are struck by a Gunboat-Smith or the velvet touch of a little child.
Hammonds are the lightest and *most portable* standard typewriters manufactured.
Are you interested in our unique agency proposition???

HAMMOND TYPEWRITER CO., Foot of East 69th Street, New York City

European Headquarters, Hammond Typewriter Co. Ltd., 50 Queen Victoria St., London, E. C.

Right here is the Vital Difference



THERE is only one calculating machine built that requires but one turn of the crank for *each figure* in the multiplier or quotient—and that is the "Millionaire" Calculator.

To illustrate the time and labor saving value of this feature—491,769 is multiplied by 243,675 with *six turns* of the "Millionaire's" crank. Any other machine in this instance would require *twenty-seven* turns—or a turn for *each unit of each figure* in the multiplier.

"MILLIONAIRE" CALCULATOR

The "Millionaire" is *not* an adding machine adapted to multiplication and division, but a *real* calculator, fitted for the most complex computations.
A "Millionaire" outlives two ordinary machines. In our shop we recently overhauled the first "Millionaire" sold. Its working efficiency today is as high as it was fifteen years ago.

Over 100 "Millionaires" are in use by the U. S. Government Departments. The largest corporations and firms in America have each purchased several of these machines.

Write for booklet and arrange for free demonstration.

W. A. MORSCHAUSER, Sole Agent, 1 Madison Avenue, New York

PLATENS PARTS-TOOLS

SERVICE on typewriter repairs is an asset to your business. We ARE giving it and we want every Dealer to try us out.

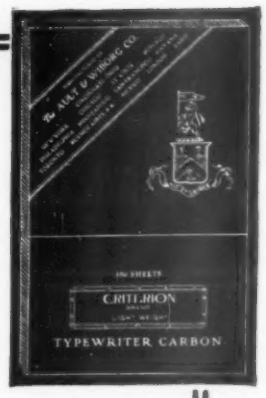
AMFIL XXX BLUE NON-HARDENING has been imitated but not equaled. It stands the test under guarantee. No more loss because of platens hardening on the shelves. They hold their velvety surface until entirely worn out. A trial will convince you of the truth of our statements.

THORP & MARTIN CO. AGENCY Parts and tools are carried for the convenience of our patrons. We carry quite a large assortment of parts which we are increasing as we note the requirements of the trade. This department has steadily increased since our announcement.

THE AMES & FILSTEAD COMPANY

CHICAGO: 508 S. Dearborn Street
NEW YORK: 314 Broadway
SAN FRANCISCO. 58 2nd Street
DENVER: 1626 Champa Street

EVERY Typewriter Ribbon and each sheet of Carbon Paper shipped out from the Ault & Wiborg factory has been made with the definite intention of causing the person who may use that article to want more just like it.



You'll like Prompt Service too

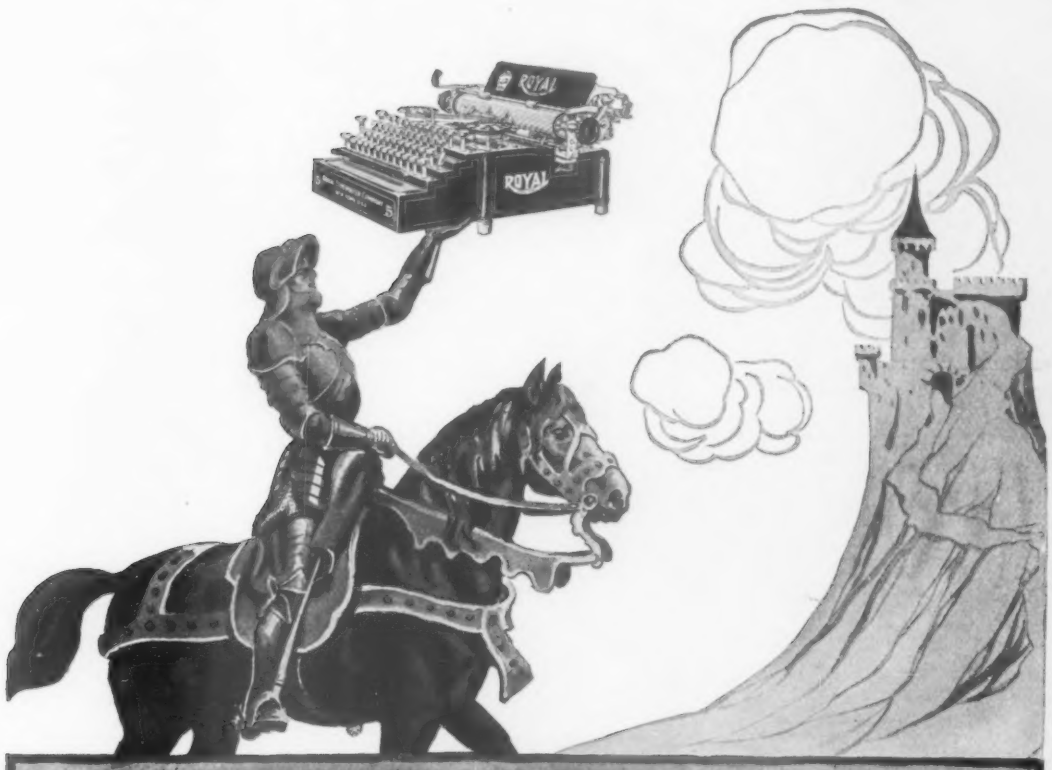
The Ault & Wiborg Company

Factory: Cincinnati, Ohio

CHICAGO, 705-707 S. Fifth Ave. NEW YORK, Cor. Pearl and Elm Sts. ST. LOUIS, 322 No. Third St.

BUFFALO, 145-147 Ellicott St.
PHILADELPHIA, 1217 Cherry St.
MINNEAPOLIS, 729 Fourth St. South
SAN FRANCISCO, 545-547 Mission St.
BOSTON, MASS., 394 Atlantic Ave.
CLEVELAND, 121 St. Clair Ave., N. W.
ATLANTA, 127-129 Central Ave.

TORONTO, CANADA, 19-23 Charlotte St.
MONTREAL, CAN., 302 Lagauchetiere St., West
WINNIPEG, CANADA, 259-261 Fort St.
HAVANA, CUBA, Calle Galiano 69
BUENOS AIRES, S. A., 535 Calle Bolivar
PARIS, FRANCE, 82 Quai de Jemmapes
LONDON, E. C., ENGLAND, 4-5 St. John's Square



THE CHALLENGE to "CASTLE CARELESS"

Amid the ranks of "Big Business" has appeared a new steel-brained champion born in the best equipped typewriter plant in the world—the Master Model of the Royal—backed by an ironclad Guarantee.

The Royal Master-Model is a modern letter-maker in a class by itself. The Royal *does the most,* for it does the work of several typewriters in one: (1) General Correspondence, (2) Writing upon all forms and widths of Cards, Envelopes, Tags and Labels, and (3) Condensed Billing, Loose Leaf and Unit Order work—all this without a dollar of added cost to the purchaser.

ROYAL TYPEWRITER COMPANY

Royal Typewriter Building

364 Broadway, New York **58 East Monroe St., Chicago**

Branches and Agencies the World Over

The Bookkeeping Machine

The Bookkeeping Machine does the work twice as fast as it can be done by hand.

The Bookkeeping Machine does better work than can be done by hand.

The Bookkeeping Machine extends the balance on each account after every posting, instead of the old-fashioned hand way of computing balances at the end of the month.

The Bookkeeping Machine proves the accuracy of the work, at one operation as it goes along, and provides a Proven (trial) Balance daily, while the best hand bookkeeper must hunt for mistakes at the end of the month unless he does a lot of useless checking over good work all month long.

The Bookkeeping Machine produces machine written records—uniform, distinct, legible and indelible.

The Bookkeeping Machine eliminates brain fag, worry and overwork in the accounting department and "the man in charge" gets "the figures" promptly.

Elliott-Fisher The Bookkeeping Machine Triplex Model Complete.....$960.00

The Bookkeeping Machine delivers promptly the results that are wanted from every accounting department.

You ought to know about this simple machine that produces marvelous results. Send your name and address for particulars and a copy of that new illustrated magazine, Bookkeeping Today.

Elliott-Fisher Company

112 Cedar Street **75 Cannon St., London, E. C.** **Harrisburg, Pa.**

Progressive Business Men

dictate
their
letters
to

STENOTYPISTS

BECAUSE

Stenotypists take the dictation of the most rapid dictators without hesitation or interruption.

RESULT—Forceful Letters.

Stenotypists' notes are printed in plain type.

RESULT—Accurate Letters.

Stenotypists are assisted by a machine—the STENOTYPE.

RESULT—More Letters.

THE STENOTYPE CO.

General Offices:
INDIANAPOLIS, U. S. A.

Factories:
Indianapolis, Ind., and Owensboro, Ky.

DISTRICT OFFICES:

New York	Pittsburgh	Waterloo
Boston	Cincinnati	Kansas City
Chicago	St. Louis	San Francisco

Representatives Everywhere.

ARE YOU

Keeping up with progress?

Are you earning all you are worth?

Could you earn more?

STUDY STENOTYPY

—the fastest method of writing in the world. It will qualify you for the best stenographic and secretarial positions.

FREE TRIAL LESSON

THE STENOTYPE CO.,
Indianapolis, Ind.

Gentlemen:—
Please send me FREE Trial Reading Lesson.

.....

.....

.....

MAIL THIS COUPON

The MOON-HOPKINS Billing Machine

installed and saving money in many of the

Leading Houses in the Country

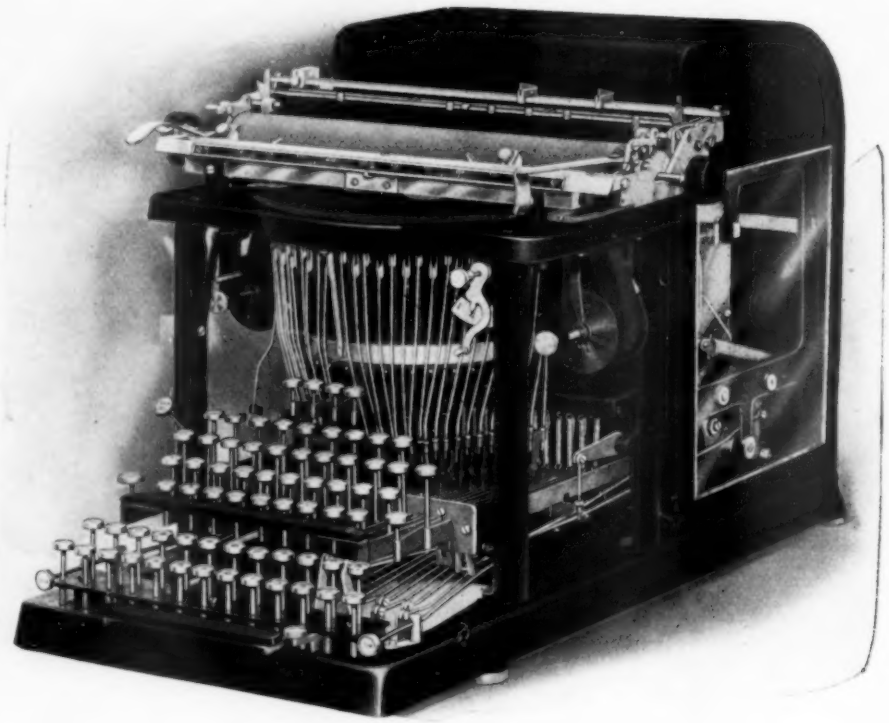
It contains four

Adding Machines

in one, instantaneous subtraction, short method multiplication, is motor driven, has a first class

Typewriter

and is equipped with an automatic carriage return device.



"The Machine That Thinks"

The Moon-Hopkins is the embodiment of all the best features of the adding and calculating machine art, and in addition has new and striking features never before attempted. It will do more different kinds of work than any other machine made. It will also do its work in better commercial form than any machine now on the market, and in less time.

The ability to transfer numbers or totals from one accumulating register to another, gives the Moon-Hopkins precedence over any other machine on the market in its range and capacity for different kinds of work, and brings it into closer touch with the commercial world.

SEND TO THE NEAREST OFFICE FOR PARTICULARS

MOON-HOPKINS BILLING MACHINE CO.

NEW YORK OFFICE:
350 Broadway

CINCINNATI OFFICE:
519 Main Street

CLEVELAND OFFICE:
715 Rose Building

MAIN OFFICE AND FACTORY:
2235 O Fallon Street
ST. LOUIS, MO.

LOUISVILLE OFFICE:
125 S. 4th Street

CHICAGO OFFICE:
854—29 So. La Salle Street

BOSTON OFFICE:
141 Milk Street

PHILADELPHIA OFFICE:
727 La Fayette Building

Paving the Way for Salesmen

Selling Through Jobber and Dealer

Selling Goods by Mail

Following up Prospects

Gingering up Salesmen

Backing up National Advertising

Opening New Markets

Getting Repeat Business

Developing Small-town Territories

Getting Into the Big Cities

Meeting Competition

Co-operating with the Trade

Making Organization Efficient

Saving Money on Printing

Saving Money on Typewriting

Quick Connection With a Business Power Plant

Getting things done through Multigraph Service is almost as easy as pushing a button.

When your sales inspirations come—be they big or little—the means of their accomplishment is right at hand.

A word over the office 'phone to the advertising manager, a hastily penciled note or a dictated memorandum—and before you realize it, your inspiration is in type.

The Multigraph Department seizes your thought, crystallizes it and speeds it on its way to customer, salesman, jobber, dealer—whomsoever you wish to reach.

Convenience! Opportunity! What big words they are! The Multigraph is near you, it is so easily operated, it does so many things well, it turns out good printing and typewriting so swiftly and at such a big saving in expense!

It may be your mouth-piece to a million prospective customers, ten thousand distributors and a hundred salesmen.

And at the same time it fits the needs of a small merchant or manufacturer like a glove. Many little fellows have grown big through Multigraph Direct-Mail Advertising and Direct-Mail Merchandising.

A big subject like this cannot be handled in a single advertisement. Write us at once — mailing the coupon — and we'll put you in touch with a man who has an expert knowledge of the application of the Multigraph to Business Building and Profit Increase.

If you haven't a profitable use for the Multigraph he will frankly admit it; for you can't buy a Multigraph unless you need it.

At the left is the Multigraph Complete Unit which produces real printing and real typewriting at high speed and low cost.

The American Multigraph Sales Co.

EXECUTIVE OFFICES
1830 East Fortieth Street

Cleveland
Sixth City

Branches in Sixty Cities—Look in Your Telephone Directory.

European Representatives: The International Multigraph Company, 59 Holborn Viaduct, London, England; Berlin, W-8 Krausenstr., 70 Ecke Friedrichstr.; Paris, 24 Boulevard des Capucines.

What Uses Are You Most Interested In?

Check them on this slip and enclose it with your request for information, *written on your business stationery.* We'll show you what others are doing.

AMERICAN MULTIGRAPH SALES CO.
1830 E. Fortieth St., Cleveland

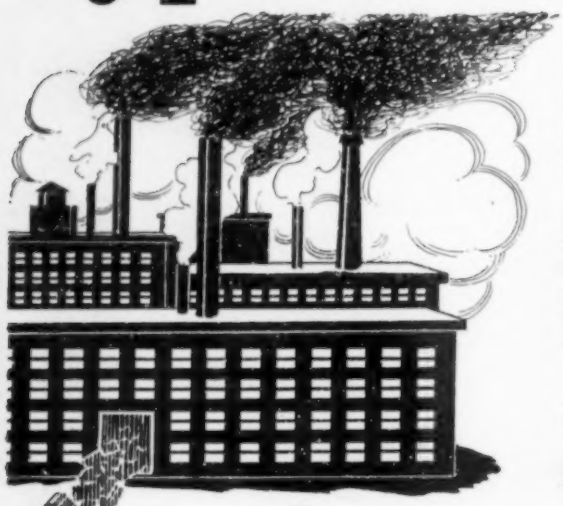
Printing:

- ___ Booklets
- ___ Folders
- ___ Envelope-Stuffers
- ___ House-Organ
- ___ Dealers' Imprints
- ___ Label Imprints
- ___ System-Forms
- ___ Letter-Heads
- ___ Bill-Heads and Statements
- ___ Receipts, Checks, etc.
- ___ Envelopes

Typewriting:

- ___ Circular Letters
- ___ Booklets
- ___ Envelope-Stuffers
- ___ Price-lists
- ___ Reports
- ___ Notices
- ___ Bulletins to Employees
- ___ Inside System-Forms

Typewriters That Qualify



We have been in the business of rebuilding typewriters for many years and we have made a reputation of supplying machines that meet every requirement. The quality of our machines is such that the American Writing Machine man in every community is sure to be regarded as a man who can be relied upon and whose goods are of the kind that satisfy.

AMERICAN FACTORY REBUILTS

are made in a modern factory by men experienced in the manufacture of typewriters and every machine we rebuild is honestly rebuilt and guaranteed to give satisfaction. Our three factories are located where they will serve the trade to the best advantage. There is a considerable saving in having a nearby source of supply.

PLATENS Recovered by us are reshipped within twenty-four hours after being received

Write us at once. We want to show you how to make money selling rebuilt typewriters.

American Writing Machine Company

345 BROADWAY, NEW YORK

Factories: 369 Mulberry Street Newark, New Jersey — 641 Santa Fe Avenue Los Angeles, Calif. — 1222 W. Madison St. Chicago, Illinois

FINE ROTARY CHAIRS with NEW HIGH-GRADE IRONS

No. 1835½

The new M. & S. Feature

A Chair Iron as good and lasting as the chair itself—this is the new feature offered in M. & S. Chairs—a feature never before obtained in high grade designs. The new M. & S. Iron operates easily—silently. It is strong and rigid.

Increase Your Sales

You can double your sales on Rotary Chairs by offering this new iron. A demonstration of its smooth and silent operation is convincing. It is an immense advantage in competing for office contracts. This iron can only be obtained on Marble & Shattuck Chairs, and with the greater sales possibilities which it provides, combined with the beautiful designs and strong construction of M. & S. Chairs, it furnishes talking points superior to those of any other line.

Write for this Booklet

We have issued a booklet called "*A Revolution in Chair Irons*" which explains more fully the advantages of this new tilting mechanism. It will be sent upon request. The complete line of Marble & Shattuck patterns is shown in our large catalog.

Chicago Office, 304 South Wabash Avenue — New York Office, 815 Marbridge Building

The MARBLE & SHATTUCK CHAIR CO. *Cleveland, O.*

A Visible Adding Machine and a Visible Typewriter Built in One

THE Ellis is a duplex, full equipped 81 key adding machine. It is a full equipped universal 42 key board typewriter. It does on the one machine everything that commonly takes two machines to do, and does it with greater speed, neatness and accuracy.

The carriage will take paper any width from 2½" to 13". You can typewrite or add figures anywhere on a 12" line. A key operated bicrome ribbon makes it possible to typewrite, print added items and totals in two colors.

The adding machine automatically takes care of all zeros.

All totals and sub-totals are automatically printed by machine and not by operator.

The duplex, double counter, feature adapts the machine to all kinds of work where two totals or stored totals are required.

This machine is especially adapted to manifolding work.

The Ellis is light running and smooth in all its operations.

This is a page from our new catalogue. Full, illustrated catalogue mailed on request.

ELLIS ADDING TYPEWRITER CO., Newark, N. J.

Meets the Office Man's Need for an Efficient, Portable, Computing Machine

MODEL No. 10
$150
Other Models as low as $100

The instant success of the Barrett Adding Machine is due to the fact that it fills a vital need in the up-to-date establishment of today. Although this machine is called an adding machine, it bears the name simply because it deals with figures. In other respects it is entirely different from all other adding machines on the market. The Barrett is unique and individual in its operations.

Not only does this machine compute figures speedily and accurately, but because of its light weight and compact build it can be carried anywhere.

The field of the Barrett is unlimited. It works equally as well in office, plant or factory. It can be carried by anyone anywhere. It saves time and labor in a score of places that the heavy, cumbersome, awkward type of adding machines cannot go.

Barrett Portable *Adding & Computing* MACHINE

Merchants everywhere are fast realizing the big money-making possibilities in selling the Barrett. The talking points of this machine are numerous and convincing. It takes but a demonstration to wipe away all prejudice or doubt in the mind of the prospect as to the usefulness of the Barrett in his business.

There are still a few territories open both home and abroad and arrangements should be made immediately before all choice territory is snapped up.

BARRETT ADDING MACHINE COMPANY

General Office, Dept. C, Bulletin Building **Philadelphia, Pa.**

New York Office, 220 Broadway

Everywhere—both home and abroad, the Barrett Adding Machine is meeting with enthusiastic response from all who come in contact with it

At the Chicago Business Show several merchants, after seeing the Barrett Adding Machine demonstrated, immediately made arrangements to handle it in their territory. This instant response is indicative of the attitude of merchants everywhere who come to know the Barrett Adding Machine. Recently 9 dealers abroad contracted for Barrett territory. And, when you consider that every one of these foreign connections have been made by mail, with only the merits of the Barrett Adding Machine itself as a drawing card, you can understand some of the possibilities offered by this practical, portable machine.

There is still some open territory in the United States as well as abroad that is available. If you have a territory where men are keen to increase the efficiency of their businesses, then you can make the Barrett not only a profitable venture but a trade and prestige builder as well.

Barrett
Portable
Adding & Computing
MACHINE

Stop at the Barrett Adding Machine Company's booth if you should go to the New York Business Show, and examine the Barrett Adding Machine first hand. There will be no question in your mind as to whether you want to represent the Barrett Adding Machine Company or not—it will merely be a question of whether your territory is still open for a representative.

BARRETT ADDING MACHINE COMPANY

General Office, Dept. C, Bulletin Building **Philadelphia, Pa.**

New York Office, 220 Broadway

EFFICIENCY—ACCURACY—ECONOMY—SPEED

In Computing Pay-Rolls, Pro-Rating Costs, Etc.

ARE OBTAINED BY THE USE OF THE

In-a-Jiffy CALCULATOR

FOR PAY-ROLLS—it multiplies the hourly or weekly rate of wages by the number of hours worked, and indicates the amount to be placed in the pay envelope instantaneously and by itself.

FOR COST WORK—it multiplies the amount of time spent on a job, from five minutes upwards, by the rate of wages paid the employe.

How Fast Can You Figure This Problem?

How much is 37¾ hours at $29.50 per 48 hour week?

WHAT'S THE ANSWER? QUICK!

The "In-a-Jiffy" gives it to you as quickly as you can state the problem, and its answer is right. Is yours?

The "In-a-Jiffy" Calculator cuts out 80 per cent of the time consumed in figuring pay rolls, and ALL the errors.

This machine created a genuine sensation at the Chicago Business Show.

SEND FOR DESCRIPTIVE BOOKLET.

VOSS CALCULATOR COMPANY, 6 North Clark Street, CHICAGO

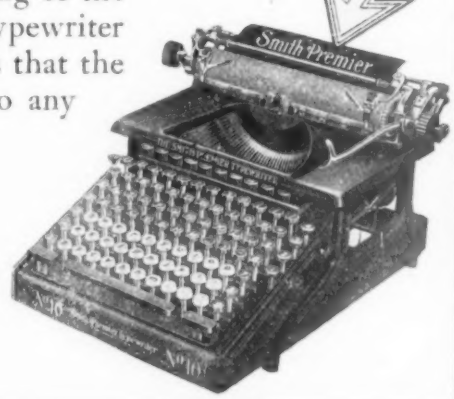
LIVE OFFICE APPLIANCE AGENCY MEN—GET IN TOUCH WITH US

Your Convenience Is the foundation principle of the

Smith Premier Typewriter

Not the manufacturer's convenience, but the buyer's convenience; not *our* convenience, but *YOURS.*

Take, for example, one feature—the Interchangeable Carriages and Platens. On the average typewriter there is no changing of platens and the changing of the carriage is almost a job for a mechanic. On the Smith Premier Typewriter either is as quick and simple as changing your hat. This means that the operator can get out a rush telegram or change in a second to any other work without disturbing what she has already done.



Then there is the *tilting platen*, for ease in making corrections; the *one stroke*, and one stroke only, in printing *every* character; and a dozen other special Smith Premier features. All of these mean the *convenience* of your operator—in other words, more efficient service for YOU.

329 Broadway, New York

A hearty invitation is extended to you to visit our exhibit of office devices at the Annual Business Show to be held in the 69th Regiment Armory, New York, October 20th to 25th inclusive. Our booth is No. 64. Make 64 your first call. We will exhibit a line of Duplicating Machines, Automatic Circular Letter Folders, and Pencil Sharpener. They make up a "Galaxy of Stars" unequaled in the office specialty field. Remember our booth is No. 64.

Of surpassing interest in our field will be our new Numbers 77 and 78 Rotary Mimeographs and new waxless Dermatype stencil paper which are creating a revolution in duplicating typewriting, and which are years in advance of anything else made. They cover advancements not heretofore even dreamed of. We always lead and are not imitators or mere followers. We always create.

The new No. 77 Rotary Mimeograph has points of merit not embodied in any other duplicator. It is the most practical machine for general use ever offered. It is operated by hand sheet feed. The new No. 78 is a reproduction of the No. 77 with the added advantage of having an automatic feed. It is a revelation for completeness. Either can be had with or without motor drive.

While we invented and introduced over a quarter of a century ago the wax stencil process, and it has since become the recognized standard the world over, something has been wanted that is waxless, that can not be injured in handling, does not crack or tear and will produce more copies from a typewritten stencil. This we have accomplished to a perfect degree. It is skin-like, as flexible as cloth, is not affected by excessive heat or cold, produces a better quality of work, and thousands of prints can be made from a single stencil. It is a marvelous discovery, a revelation, and is revolutionizing all duplication of typewriting.

Come to our Booth No. 64 and see these new goods.

Made only by **A. B. Dick Company** Chicago & New York

The Visigraph Typewriter

THE principal advance in the typewriter of today is its greater convenience in use —less for the operator to do and more that the machine does automatically in turning out good work.

The Visigraph Is That Machine

Catalogues and territory propositions sent on request.

THE VISIGRAPH TYPEWRITER CO.

New York Branch Office
203 Broadway, N. Y.

116th Street and Lenox Avenue
New York City

THE Central DESKS

IDEAL DESK—For the home or wherever little space is available

No. 2142

Made in Quartered Oak, Light Golden, Dull, Fumed or Early English Finish.
Also Birch Mahogany Finish, Rubbed Dull.

Cut illustrates one of our best sellers. Made especially for home or small office. Size 42x26 in., 42 in. high.

Makes a beautiful desk for window display for holiday trade.

Send us your order NOW
Price $25.00, usual terms

We Sell To Dealers Only

If you have not our catalog No. 31, write for it. An interesting book, filled from cover to cover with up-to-date patterns.

Central Manufacturing Co.
454 Armour St. **Chicago**

The 17th National

BUSINESS SHOW

will be held at the

69th Regiment Armory

LEXINGTON AVENUE and 25th STREET

NEW YORK

Week of October 20th to 25th, 1913

Where all the latest and most up-to-date Office Devices and Appliances for economizing *time and labor* and facilitating EFFICIENCY will be on exhibition.

The greatest opportunity of the year for acquiring a practical knowledge of the latest and most notable American Inventions.

Stationers, dealers, purchasing agents and others interested are especially invited to write at once for *Free Season Passes and Tickets.*

ANNUAL BUSINESS SHOW CO.

150 NASSAU STREET, NEW YORK

Desks that sell are the desks that guarantee your profits

Quigley Desks do not become "dead stock" for the reason that they are made to meet modern requirements. They embody careful construction from select material at a reasonable cost. These and other features make them ready sellers.

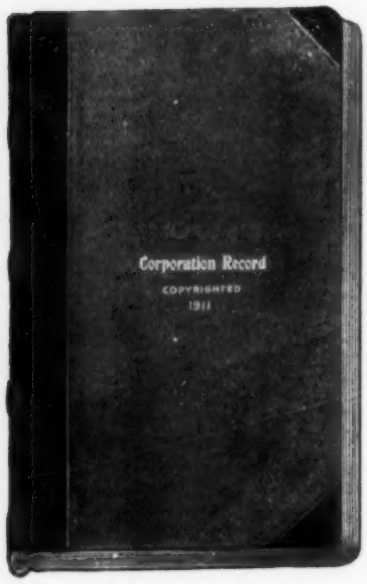
ROLL TOPS
FLAT TOPS
TYPEWRITER DESKS

Write For Catalog

THE QUIGLEY FURNITURE CO., Manufacturers, **Whitesboro, N. Y.**

GOES LITHOGRAPHED STOCK CERTIFICATES AND BOND BLANKS

COMPRISING 166 Styles of Stock Certificates
3 Designs suitable for Merchandise and Gift Certificates
19 Styles of Bond Blanks—
Samples and Prices on Application



GOES LITHOGRAPHED CALENDAR PADS

for 1913
68 STYLES AND SIZES IN ORIGINAL DESIGNS 68
Send for Catalog and Prices.

GOES Corporation Record

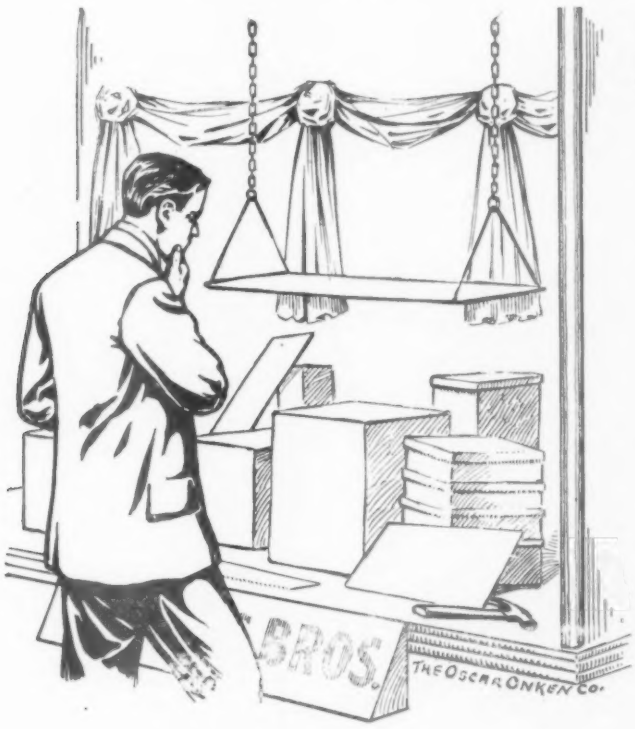
Can be used in any STATE or TERRITORY
THE BEST AND MOST UP-TO-DATE ON THE MARKET—
Get our Prices.

GOES LITHOGRAPHING CO. CHICAGO

WM. F. KROHMER, PREST
ESTABLISHED 1879

Originators and Producers of

The Blanks of Quality



Are You Satisfied with your Windows?

If you are not, then you are Groping in the Dark

ONKEN YOUNITS
THE INTERCHANGEABLE WOOD WINDOW DISPLAY FIXTURES

(Patented in United States and Foreign Countries)

This Set of Interchangeable Wood Window Fixture YOUNITS for the Retail Stationery Trade Will Positively Revolutionize the Drawing Power of Your Show Windows.

NOW—Read this one—ONCE

JOHN P. MORTON & COMPANY
Stationers, Booksellers, Printers and Binders

Louisville, Ky., June 13, 1913.

The Oscar Onken Co., Cincinnati, Ohio.

Gentlemen:—After receiving the first set of ONKEN YOUNITS, I was so thoroughly pleased with the use of them that I secured the firm's permission to order a second set, as we have six windows in which I am now using your Fixtures with the best kind of results.

I have been in the stationery business for 15 years as expert window trimmer; I realize a trimmer must have good Fixtures to produce good results, and I can honestly say that ONKEN YOUNITS are the best window trimmer's equipment I have ever used, and do not hesitate to recommend them to the stationery trade. I have just won a $20 prize window trim contest which I credit to the use of your Fixtures.

Very truly yours, J. W. CLARK,
Window Trimmer for John P. Morton & Co., Louisville, Ky.

Set No. 105A Large enough for two windows and inside store use. **152 YOUNITS** **$25.00**

Set No. 105½A Large enough for one window and inside store use. **88 YOUNITS** **$15.00**

Set No. 20 Large enough for two windows and inside store use. **89 YOUNITS** **$27.50**

Set No. 20½ Large enough for one window and inside store use. **50 YOUNITS** **$16.50**

Send for Catalog **F. O. B. Cincinnati Factory**

Finish Made of select oak in three stock finishes. Weathered, Golden or Antique Oak, in a soft, mellow, waxed finish.

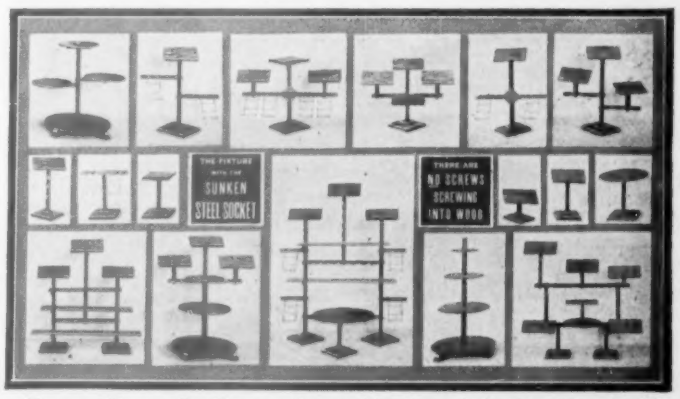
Storage Chest Each set is put up in a hardwood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large sized trims made with ONKEN YOUNITS sent FREE with each set.

Shipments Made at Once. Every Set Guaranteed Absolutely.

Order Through Your Jobber or Direct. Satisfaction guaranteed or you can return the set within 30 days, and we will pay the return freight.

Sent on 30 Days' Trial (*See Note Below*



Some Sample Groupings Made with Set No. 105A

For Stationery Store Window Trimming

Above shows in a very small way a few of the different groups and fixtures that can be made with the assortment of YOUNITS. In each case the fixtures are ABSOLUTELY RIGID and will hold all the merchandise placed on them. The fixtures are put together as you want them, either high or low or wide or narrow, in other words you put together a fixture just as you require it, and this is done very quickly, and remember, you do so WITHOUT THE AID OF A TOOL; NOT EVEN A SCREW DRIVER.

There are 152 parts of YOUNITS that constitute the set No. 105A ONKEN Interchangeable Wood Window Display Fixture YOUNITS. All YOUNITS are made of thoroughly Kiln dried oak, and all metal parts are of cold rolled steel; all YOUNITS are accurately machined so they will fit right, and are interchangeable. When a number of YOUNITS are set together, they form a fixture that is positively RIGID and STRONG. With these 152 YOUNITS you can make HUNDREDS of standard and odd window display fixtures and easily more than 500 window trims, never making any two trims alike. The 152 YOUNITS are put up in a HARDWOOD HINGED-LID STORAGE CHEST. (Oiled Finish.)

There Are No Screws Screwing into Wood
The Fixture with "The Sunken Steel Socket"

THE OSCAR ONKEN CO. 708 Fourth Ave., CINCINNATI, OHIO

HEYER'S DUPLICATORS

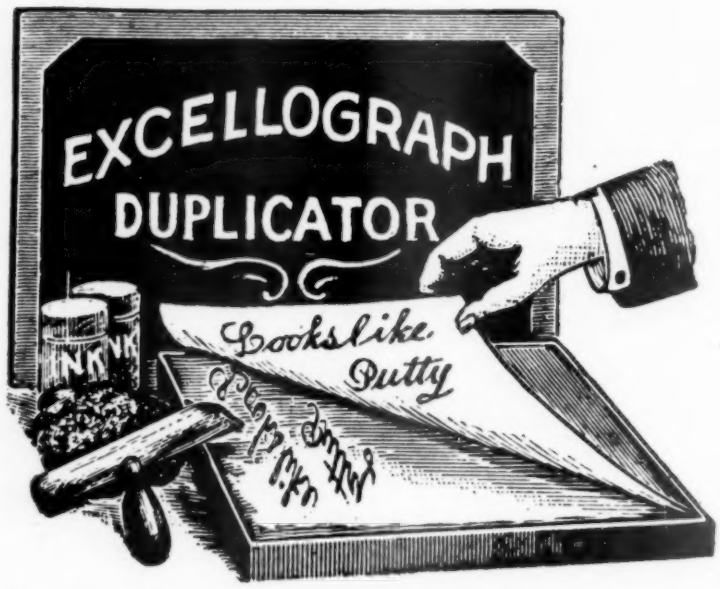
IDEAL—EXCELLOGRAPH—HEKTOGRAPH

Are STANDARD Wherever Quality, Price and Endurance Are Needed

HEYER'S IDEAL—This machine has two printing surfaces, each 9½x14 inches. It fills the gap between the carbon copy and the thousand-run process letter. It makes up to one hundred copies from one original (pen or typewritten), prints five colors at once, purple, red, green, blue and black, or will print from carbon copy.

Requires no washing. No printers' ink, no stencil paper. When through the old copy disappears into the composition. Within twenty-four hours the surface is again ready for use.

PRICE, $5.00, including supplies of ink, sponge, etc.



HEYER'S EXCELLOGRAPH—This machine has one printing surface and is made in four sizes, shown below. Can be used a hundred times a day. Composition strongly resembles soft white clay, no gelatine, glue, sugar, rubber, balata or corn oil is used. EXCELLOGRAPH is superior for some work, as it is ready at any time, in any climate, at any temperature. The composition cannot be injured in any way, and it lasts ten times as long as any other duplicator on the market. EXCELLOGRAPH COPIES NEVER CURL. Thin tissue copies always lie flat. The old record may be erased with one sweep of the sponge, and the machine is instantly ready for new copy. Preparation of the original and operation are similar to the IDEAL shown above.

PRICE LIST

6½x10	$2.00	10x15	$5.00
10x12	4.00	12x18	7.50

HEYER'S HEKTOGRAPH—This machine is similar in appearance and operation to the IDEAL but the copy does not disappear into the composition. It must be erased with a wet sponge. It has one printing surface only. The HEKTOGRAPH is guaranteed to be perfectly satisfactory, and as rapid in its operation as any similar duplicating machine.

PRICE LIST

6½x10	$1.40	12x18	$4.00
10x12½	2.40	Supplies of ink, sponge, etc., included free.	

HEYER'S DUPLICATORS—Pay for themselves on four jobs. The best for inter-department letters, orders, invoices, bills, charts, reports, statements, drawings, specifications, price and stock lists, card records, tags and labels, abstracts, engineers' reports, etc.

WAX STENCILS—INKS—SUPPLIES

HIGH GRADE WAX STENCILS AND DUPLICATOR INKS OUR SPECIALTY. Better stencils, better ink, less cost. Your money back guarantee means satisfaction and legitimate profits earned by three of us—your customer, you and I.

STENCIL SHEETS the highest grade. The Western Union Telegraph Company says they are "the best on the market." But test them yourself. Have your most exacting customer try them and if he is not pleased with results and astonished at the low cost, refund his money. I'LL PROTECT YOU.

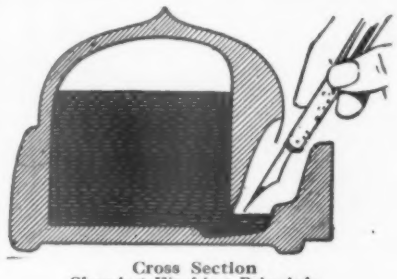
DUPLICATOR INKS (all colors), the highest quality. HEYER'S inks, never fade or spoil. Packed in convenient sized cans and guaranteed not to leak or evaporate. Prices positively lower than you ever dreamed possible.

HEYER'S duplicators and supplies offer an unusual opportunity to dealers. Write at once for descriptive matter and prices and special dealer's proposition.

HEYER DUPLICATOR COMPANY

116 N. La Salle Street, CHICAGO, ILL.

Also Agents for SCHAPIROGRAPH CO., Berlin, Ger.



Cross Section
Showing Working Principle

Only by Actual Comparison can you Fully Realize the Superiority of the ECLIPSE PNEUMATIC INKWELL.

We know the true value of things only by comparison. The moment you compare the Eclipse with any other makes of inkwell you realize why writers demand and insist on having the Eclipse Inkwell. Wherever the Eclipse has been introduced, it has given satisfaction. Never before has an inkwell attained such immense sales, nor moved so quickly from the stationers' shelves.

Why not secure your share of Eclipse sales by immediately stocking the Eclipse? ECLIPSE **We'll help you. Write us for proposition, new illustrated catalog, etc. DO IT TO-DAY.**

The General Supply Company, Danielson, Conn.
Department A

DESKS DESKS DESKS
ROLL TOP FLAT TOP TYPEWRITER

Western Furniture Company Complete Line — Popular with Dealers

No. 282

Note the New Number

Pasquil End Lock Dull Brass Sockets, Plain Oak. Joints well made—guaranteed. End Panels extra heavy, made of ½-inch stock. Tapered Legs. Sliding Shoes.

A low priced Desk without a parallel.

DEALERS

Send for Our 1914 Catalogue—Just Out

Western Furniture Co.
ST. LOUIS
MO.

Economy

Is the Basic Principle of Byron Weston Hinged Paper for Loose Leaf Work

It Saves Time

because ledgers equipped with this paper open perfectly smooth and flat, cutting out the wasted effort of flattening the leaves of the ledger every time the accountant turns a page.

It Saves Paper

because every portion of a sheet of Byron Weston paper—from binder to outer edge—can be used, eliminating the wasteful margins of all other ledger papers.

It Saves Money

because the Byron Weston Hinge is processed into the sheet at the mill, doing away with the expense and delay incident to paper that is hinged after it leaves the mill.

Carried in stock by stationers everywhere in standard forms and sizes.

Write for this Instructive Booklet

Send to Dept. U for our new illustrated booklet, "Paper Making," and a sheet of Patented Hinged Paper.

BYRON WESTON COMPANY

DALTON *"The Paper Valley of the Berkshires"* MASS.

NEVER-LOSE-ME

Typewriter Eraser Holder

UNIVERSAL DESK SET

THE STENO-CHUM

JUST THREE of the "NOACO" LINE—NINE OTHERS READY

The NO-A-CO Line contains the very latest and absolutely the best, and what is better still—*it's different*, each article being especially designed to fill a specific need.

There's not an article but has successfully passed the test of actual service and been fully approved.

The **NEVER-LOSE-ME** absolutely prevents the loss of the Typewriter Eraser and the waste of time looking for it. *One Office Manager said he had been looking for just this thing for five years.* Sells for FIFTY CENTS.

UNIVERSAL DESK SET—the most satisfactory combination for a desk companion ever offered to the busy office man. A daily diary and calendar, scratch pad, pencil and guard, all mounted on a neat base which makes an ideal paper weight. Only ONE DOLLAR.

STENO-CHUM—is an accessory to the stenographer's desk that makes work easier and more pleasant—*and which means more and better work.* The best TWO DOLLAR proposition on the market.

BETTER GET NEXT TO OUR DISCOUNT CARD ON THE WHOLE "NOACO" LINE

NATIONAL OFFICE APPLIANCE CO., 702 STATE ST., CAMDEN, N. J.

Succeeding Oliver Mfg. Co. of Philadelphia and O. A. Dept. of C. Howard Hunt Pen Co., Camden, N. J.

THE "LINE OF TRUE MERIT"

Style "M S"

DOUBLE HINGE SHEET HOLDER

Made of best grade binders' board, built up, beveled and round cornered, and bound in best quality Red Russia Leather Back and Corners and Corduroy sides.

Very handsome in appearance and of great convenience for holding, securely, loose sheets of any description.

Style "M H"

METAL HINGE TRANSFER BINDER OF THE HIGHEST GRADE

End lock, sectional posts, **metal hinges** and beveled boards.

Metal parts of formed steel tubing with end caps nicely rounded to prevent marring the desk, and with strong steel hinges fastened in a manner to insure unusual strength.

Locks rigidly on both posts.

The "Tatum" Current Ledger

The Ledger of Quality

Looks Well

Wears Well

Pressed Steel

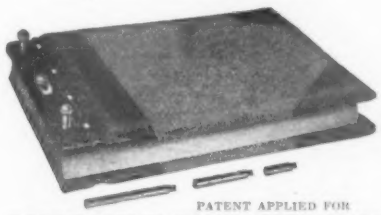
Non-Breakable

ALL STEEL FRAME WITH METAL HINGES

The "Tatum" Ledger while somewhat similar in appearance to other Ledgers, is of a much more substantial construction—containing the fewest possible number of parts, thus proportionately reducing the likelihood of trouble. There is no Ledger on the market that will equal it in strength or stand so severe a test. **All sizes have 100 per cent expansion.**

Construction The **metal parts** are **entirely** of **steel.** The backs are of cold-rolled steel of heavy gauge, and so formed as to withstand very unusual and severe abuse. The **screw shaft** is secured to the back of the Ledger by square-edged straps, fitted into square necks or recesses cut into the shaft, thus insuring a perfect bearing surface, with no possibility of their becoming dislodged.

Style "Elsinore"



PATENT APPLIED FOR

A CONVENIENT TRANSFER BINDER

Top lock, sectional posts, metal hinges and beveled boards.

Locks with a push of the button—no loose key to be lost—saves time, trouble and annoyance.

This Binder is distinctively a "TATUM" product, and will appeal to those not desiring a transfer binder with a separate key, which is usually not to be found when wanted.

Locking mechanism positive, strong and simple. No complicated parts to get out of order.

Style "F"

LEATHER HINGE TRANSFER BINDER

End lock, sectional posts and beveled boards.

Mechanism designed for simplicity and strength.

Positive and powerful lock, contained in formed steel tubing with rounded end caps.

54 YEARS OF KNOWING HOW

THE SAM'L C. TATUM CO.

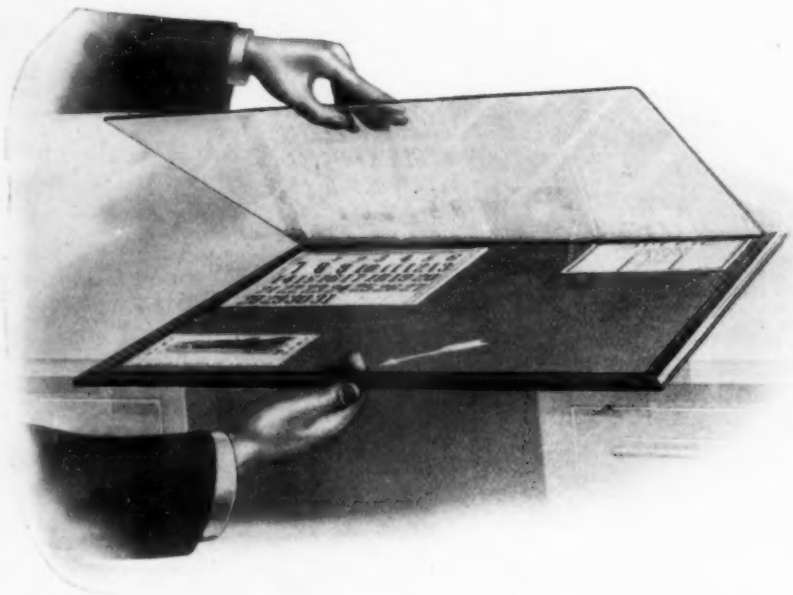
Main Office and Factory
CINCINNATI, OHIO

New York Office
180 Fulton Street

Makers of the "Line of True Merit"

The Rosco Glass Desk Pad

The Big Desk's "Little Brother"



CONSTRUCTION The frame is made of seat soned binders board. The edges are buil-up and covered with heavy leatherette, strong, and more durable than leather, in beautiful patterns to match light, golden, and weathered oak, also mahogany. The interior of the frame is covered with rich green paper. The glass plate is clear, tough, and absolutely colorless. It fits snugly into the flange frame, and affords a splendid writing surface. A hole in the bottom of the pad makes it easy to raise or lower the glass, without disturbing the papers, and prevents suction. The raised edges overtop the glass and prevent chipping. The back is covered with heavy green felt.

MERITS ROSCO GLASS DESK PADS add to the efficiency and attractiveness of any desk. Keep all important papers in sight for ready reference. Save their cost in time, in errors eliminated, etc. They are perfectly sanitary, may be quickly moved and the desk cleaned, and afford a hard, flat, smooth surface for writing. They lend finish to any desk, help to inspire confidence and action on the part of visitors.

SIZES AND PRICES

Flat top desk, size 20x24 inches, glass measurement, in any binding, $3.00 to $5.00 each.

Roll top desk, size 16x24 inches, glass measurement, in any binding, $3.00 to $5.00 each.

Special sizes, with beveled flanges, $1.50 per square foot; other sizes, weights of glass, finish, etc., from $3.00 to $7.50.

Stationers and Office Furniture Dealers

WRITE for attractive circulars, agency proposition, etc. We supply literature, counter displays, and refer local inquiries to you. There is a splendid profit in the sale of **ROSCO GLASS DESK PADS.**

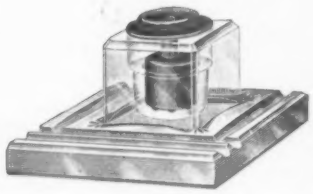
THE ROSCO GLASS DESK PAD will be on exhibition at the New York Business Show at Booth Nos. A and B of the Tower Manufacturing and Novelty Company. They have complete stocks in New York and are prepared to render instant service to all our Eastern friends.

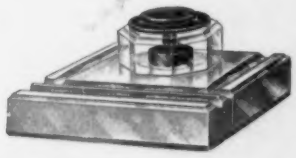
Ravenswood Office Specialties Company

1471 Irving Park Boulevard, - - Chicago, Ill.

HIGH GRADE CUT GLASS BASES

Equipped With

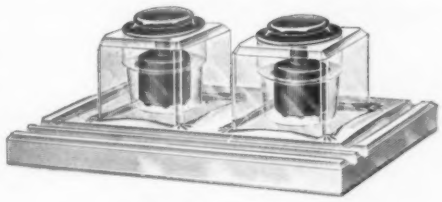


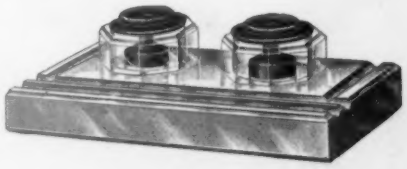


SENGBUSCH
SELF-CLOSING INKSTANDS

Are Handsome Holiday Gifts
Both Useful and Ornamental

THEY ARE BIG SELLERS

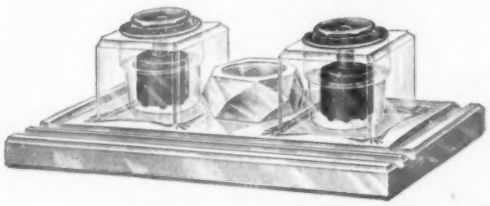


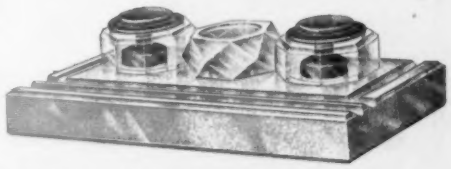


EVERY DEALER

Should have a complete assortment displayed during the coming season.

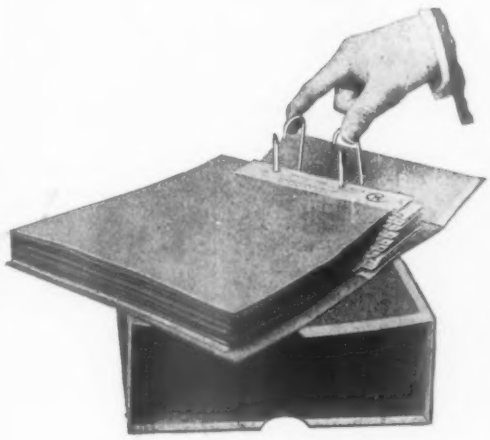
We also carry a Complete Line of High Grade **Colonial** Bases in Oak and Mahogany.





Write for Copy of Our Catalogue No. 10

SENGBUSCH SELF-CLOSING INKSTAND COMPANY
MILWAUKEE, WISCONSIN



Sell the Genuine!

WHEN your customer orders a Shannon Transfer Case, deliver a *Genuine* "Y and E" Lockarch Case. Your customer has used them. He knows they're right, and he'll not be satisfied with any other kind.

"Y and E" Shannon Transfer Cases are the only ones made with the patented Lockarch. Little teeth on the arches interlock with corresponding perforations in the upright posts. They hold tight. To open, press together with thumb and forefinger.

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UNCLE Sam's O. K. on Brown's Linen Ledger Paper is seconded by leading banks and big business interests throughout the country.

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never weakens or discolors with age. It is the best paper for Record Books and Ledgers whose records must be preserved. Its great strength makes it ideal for loose leaf systems.

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(Established 1850) ADAMS, BERKSHIRE CO. MASS.

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(Furnished with or without casters)

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Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

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Cincinnati, Ohio

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Our Eureka Leaf surpasses all others in Flexibility, Writing, Surface, Strength and Appearance.

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THE

LINE

Valuable Invention

(Patent Pending)

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New Feature

Our binders and holders bound with best grade of foreign pigskin leather (which we import direct) wear almost continuously and retain a beautiful appearance.

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Write for our new and liberal proposition.

JONES IMPROVED L. L. S. CO.

CHICAGO

Dalton

How the Dalton Reduces Six Operations to Two

Before you buy an adding machine find out how the *Dalton* will do your work 25 to 40% faster than any other machine. The *Dalton* is the *only* ten-key machine (ten keys as opposed to eighty-one)—the *only* machine which can be operated by the touch method. It handles—with phenomenal speed—difficult problems which absolutely "stump" the ordinary machine——problems in *addition*, *subtraction*, *multiplication*, *division* and *fractions*. It not only reduces the following *six* operations necessary in listing and adding an item on other machines to *two*, but actually simplifies these two operations.

READ THIS ANALYSIS:

(1) With the Touch-operated DALTON the operator is not required to turn to and focus the eyes upon the list or copy. *The eyes never leave the copy.* (OPERATION ELIMINATED.)

(2) With the Touch-operated DALTON it is not necessary for the operator to fix firmly in the mind the item to be listed, inasmuch as each figure is dealt with singly the instant the eye perceives it. *The item is not carried in the mind at all.* (OPERATION ELIMINATED.)

(3) With the Touch-operated DALTON the operator is not required to turn to the machine and focus the eyes on the keyboard. *The operator never looks at the keys.* (OPERATION ELIMINATED.)

(4) The DALTON operator is never required mentally to determine the decimal order or orders in which keys must be depressed to register the item. *The DALTON automatically takes care of decimal order without the slightest attention on the part of the operator.* (OPERATION ELIMINATED.)

(5) Instead of selecting and depressing the proper key in particular decimal orders, the DALTON operator simply selects from a single series of keys and strikes in natural sequence as in writing with a pencil and with marvelous swiftness and unerring accuracy the keys representing the number to be added. (OPERATION SIMPLIFIED.)

(6) In operating the DALTON to list and add the items, the greater speed and lighter handle-pull made possible by the principle of its construction affords a decided advantage to the DALTON operator even in this particular. (OPERATION FACILITATED.)

LEAST EFFORT GREATEST SPEED

Because Operated by the Touch Method

We make the statement and gladly furnish facts to prove it—that touch operation of the adding machine affords advantages ten times greater than does the touch operation of the typewriter—yet adding machine touch operation is an impossibility with the ordinary eighty-one key machine. *Ten keys*—there is the secret of the *Dalton*—and these ten keys actually accomplish *more than* eighty-one keys of the old-style machines. The Lee Prendergrass Cotton Co., of Helena, Arkansas, in speaking of the *Dalton* says: "The touch system saves a great deal of eye tension as well as time." The T. J. Moss Tie Co., of St. Louis, say: "We find the *Dalton* superior to any of the 'full-key' machines from the fact that an ordinary operator can learn the touch system on it in a very short time, this making the work much faster and at the same time less fatiguing." In the compilation of the last Census nearly a hundred *Daltons* were employed by the U. S. Census Bureau—selected after the severest tests as to speed, accuracy and all round efficiency.

Yet it is not necessary to use the touch method if not desired. The *Dalton* is

Fastest for the Expert—Fastest for the Novice

Beginners find it the simplest, easiest machine to operate. Then, if even greater speed is desired, the touch method is quickly learned. "The touch method, which can be learned in fifteeen minutes on the *Dalton*, puts this machine in a class by itself," says the Supreme Lodge United Benevolent Association of Ft. Worth, Texas. Considering these facts, the phenomenal success of the *Dalton* is only natural. It is now being used in thousands of offices in 278 different lines of business. It is saving time, doing better and more accurate work, handling every kind of mechanical computation for the Government, for Banks, Engineers, Lumbermen, Contractors, Manufacturers, Wholesalers, Retailers. Whether the work be cross footing, computing interest, making up pay rolls, extending bills, pro-rating, verifying invoices, footing trial balances, checking postings, figuring costs or discounts, averaging accounts, or any of a dozen other kinds of work, the *Dalton* will give you *supreme satisfaction.*

Ask for this Valuable Book on Adding Machines

Get the facts before you — *now*. Our book, "*Half a Hundred or More Reasons*," shows in detail exactly why the *Dalton* is the *fastest* machine on the market — why its work is more accurate — why it handles complex calculations more quickly and with less effort on the part of the operator. When it comes to investing money in an adding machine make sure you are getting the most efficient machine on the market. Don't *limit yourself*. Don't go half way. Buy the *Dalton* — the fastest, simplest, most adaptable machine made. Let us send you our book as proof.

Dalton Adding Machine Company

410 Water Street **Poplar Bluff, Missouri**

Office Appliances
The Magazine of Office Equipment

Founded by Geo. H. Patterson

VOLUME XVIII — OCTOBER, 1913 — NUMBER 5

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EVAN JOHNSON, PRESIDENT AND TREASURER — NATHAN W. TUPPER, SECRETARY — ALBERT H. HITCHCOCK, VICE-PRESIDENT

The ownership of Office Appliances is vested solely in the officers of the company. No person, firm or corporation, either directly or indirectly connected with the business it represents, has any share in its ownership or voice in shaping its policy which has in view at all times the best interests of the field it serves. It aims to discuss all subjects fairly, and to furnish its readers reliable information concerning the progress and development of the office appliance industry. It will answer any questions concerning the business to the best of its ability, and it asks its readers in all parts of the world to aid it with inquiries and suggestions, to which it will give prompt and earnest consideration.

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Office Appliances
October, 1913
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OFFICE APPLIANCES

EVAN JOHNSON
MANAGING EDITOR

THE MAGAZINE OF OFFICE EQUIPMENT
FOUNDED BY GEO. H. PATTERSON

HOBART W. MARTIN
ASSOCIATE EDITOR

WITH THE KEY ON THE COVER

COVERING THE MANUFACTURE AND DISTRIBUTION OF THE MACHINERY, DEVICES, SUPPLIES, FURNITURE AND COMMERCIAL STATIONERY WHICH CONSTITUTE THE IMPERIAL INDUSTRY OF OFFICE APPLIANCES

VOLUME XVIII | OCTOBER 1913 | NUMBER 5

FROM THE PUBLISHERS' POINT OF VIEW

OUR NOVEMBER NUMBER.

OFFICE APPLIANCES for November will without doubt be the largest and best number of the year. Owing to the importance of the events transpiring just before that number goes to press, it will contain more of vital interest to the commercial stationery and office equipment trade than it would be possible to secure in any other number during the year.

The November number of OFFICE APPLIANCES will contain a complete story of the annual convention of the National Association of Stationers and Manufacturers at Springfield, Mass., October 13 to 18, the story including all of the papers read at the business meetings and a running report of the discussions and other business features of the convention. This story will be illustrated with photographs taken by a member of the staff of OFFICE APPLIANCES. Not only will the business section be covered, but the social affairs of the week will be illustrated and described in type, photographs and cartoons.

The November number will also contain an illustrated review of the New York Business Show at New York City. The fact that these two events transpire in the same month makes it necessary for both of these important matters to appear in the same number. The publishers anticipate that the November number of OFFICE APPLIANCES will set a new high water mark in the history of the publication.

Those desiring copies of this number should send their orders in advance of its publication, as the sale of copies of the convention and business show number last year exhausted the edition within a week after the issue of the magazine.

THE STATE OF TRADE.

DEALERS in office equipment and manufacturers of machinery which performs its functions in production and in business economies have nothing to complain of this fall, apparently. So far as one is able to observe the state of trade is good. The season is now so late that it is possible to take a survey of the agricultural conditions of the entire country and such a survey makes it evident that there has been no general failure of any principal crop. Great injury was done to the corn crop in Kansas and some of the other southwestern states by reason of the drouth of the past summer, but an abundant crop in other sections has done much to bring the average up to normal. Crops of other grains while not so abundant as they were last year, have been good and, owing to the fact that there was a considerable hold-over, it is expected that there will be an abundance of the cereal grains both for export and for domestic use.

It is noted that the railroads are, as a general rule, in a prosperous condition and are extending their lines and perfecting their service to meet the increased demands made upon them. There is a certain amount of dissatisfaction in industries which produce the luxuries of life, such as jewelry, musical instruments, etc. It appears that there is not that freedom of expenditure on the part of the people in general which manufacturers of such goods would like to see. It is not improbable, however, in this connection that an over stimulated production in past years has left a surplus in many lines so that factories have to run on shortened time in order that the surplus may be taken care of.

There is every prospect, undoubtedly, for a good, healthy and normal business during the coming fall and winter. Probably for the first time in the history of the United States tariff legislation materially reducing import duties has not seriously affected the condition of business in this country. This is something upon which Americans may congratulate themselves, for it is evidence that we are coming to realize that we are strong enough to stand against the competition of the world, either with or without a high tariff law.

A PERIOD OF BUSINESS SHOWS.

THE business show idea is quite as infectious, apparently, as the measles, but it is a beneficent thing, and not an affliction. It has been the pleasure of Office Appliances to record during the past few months business shows at Frankfurt, Germany, at Munich, and at Stuttgart. We have had a show in Toronto recently, and an important business exposition is on in Montreal as the magazine goes to press. Last month the big Chicago Business Show, reported elsewhere in this issue, was held with great success at the Coliseum in that city, and this month, beginning October 20, will be held perhaps the most important business show of all—that in New York City, at the Sixty-ninth Regiment Armory. During the last few months shows have also been held in England, and an important exposition is scheduled at an early date to be held in Paris, France.

All this betrays a consistent, strong and intelligent effort on the part of office equipment manufacturers and others interested in the development of the office equipment field to educate civilized men in the practical uses of modern labor-saving devices. The attendance at all these shows will number several hundred thousand people. This may appear to be too conservative an estimate, yet when we say that several hundred thousand people attended one show we are almost assuredly stretching the truth, for no exhibition in any building of which we have knowledge, could begin to accommodate during one week as many people as are sometimes estimated to be in attendance. But even conservative figures emphasize the advantages of the business show idea, especially when we consider that by far the largest number of people attend the shows to find out some definite thing, and to

learn something to their advantage about machines and devices which they can subsequently purchase for use in their own offices.

As a means of publicity the business show has apparently come to stay, and now in many of the principal cities of the country, including Kansas City, St. Louis, New York and Chicago and other cities, we may expect to find successful annual business shows, and not only in this country, but abroad, wili the idea continue to grow in force as the methods of business show management are still further perfected.

THE TRADE PRESS CONVENTION.

IN another part of this magazine is a condensed report of the meeting of the Federation of Trade Press Associations recently held in New York City. This is a young organization, but already it is a powerful influence for good in the trade and technical publishing field. The convention just held was a remarkable gathering in many ways. In attendance were men from various parts of the United States, and nowhere, probably, could be found a gathering of more practical brains and talent than among the men who represented the trade and technical publishing industry at this meeting, which demonstrated beyond peradventure the importance of this industry in America and the high character and conspicuous ability of the men connected with it in responsible posts.

The program, though long, was important, and the speakers and subjects were carefully selected to bring out the utmost of practical value to those who attended the convention. So excellent was this program that more than one publisher is of the belief that it will be difficult to prepare another which will be of greater importance. Every department of the business was handled by an able speaker, the experts who took part evidently having no hesitancy in laying before their fellow-publishers, some of whom were competitors, the benefit of their own experiences in solving technical and trade journal problems. A valuable feature was the participation in the program of those who patronize trade journals, not only advertisers, but subscribers being represented. The attendance was made up from every department of the business, some of the New York publishers making an effort to have all the members of their staffs present.

THE STATIONERS' CONVENTION.

WHEN the present issue of Office Appliances reaches its readers the National Association of Stationers and Manufacturers will be in session at Springfield, Mass. While the convention city this year is located in the extreme east end of the country, it is reported that hotel reservations have already reached more than a thousand, and that many more than this number will no doubt attend. It is hoped that many western stationers will take the trip to Springfield, not only on account of the value of the convention itself to them, but because of the educational value of the journey, and the privilege it affords to see mills, factories and manufacturing processes which are vitally connected with the practical part of every stationer's business.

A considerable delegation will leave from Chicago via the Michigan Central, Saturday, October 11. This delegation will include stationers not only from Chicago, but from several western and southwestern cities within accessible distance. It is hoped that the far west and southwest will be well represented.

It is expected that Texas will appear with a strong delegation, and it is the expressed hope of the Chicago Stationers' Association that Texas be accorded some substantial recognition, by reason of the unusual service which Texas stationers have performed in upholding association principles. Large delegations, of course, will attend the Springfield convention from the east, because that city is within easy distance from most of the principal eastern centers. Those who can do so will probably take advantage of the good roads to go to Springfield by motor wherever possible.

It is certain that all those who intend to make Springfield their headquarters during the week beginning October 13, look forward to the convention with feelings of the liveliest and pleasantest anticipation.

THE NEW WAY IN TRADE.

UNTIL comparatively a few years ago the whole world was divided up into small and scattered communities, each one creating its own peculiar customs which by long use finally hardened into law. To go from one city to another or from one country to another was a task of some magnitude, to be approached with time and due consideration, and was accomplished with tears of parting and sad farewells. Now the business man packs his grip, takes a small trunk and boards the train for San Francisco, and in a few days he is in Hongkong, where he transacts his business with some Chinese merchant who speaks English probably more perfectly than he does himself, and takes the next steamer for home. His whole trip has taken less time and is accomplished with only a tithe of the danger and effort which would have been demanded of him had he taken a trip from New York to Denver fifty years ago.

There are no longer any state lines, except by fiction of law. The man in Michigan has the same rights as the man in Oklahoma, and it is rapidly coming to pass under the pressure of world business that national boundaries are obliterating themselves, and that the Frenchman can do business and collect his debts with the same security in Germany as he can in France, and that the German is just as secure in his rights when he sells a bill of goods to a concern in Brazil as he is when he makes a shipment to Potsdam. A revolution in a minor republic, which would have been only a skirmish compared to the wars of yesterday, is now watched by the entire world, for constant moral influence is bent toward business security in order that men may have a chance to live better than they have lived before.

It is understood that we are all selfish. At the same time it is realized that the best sort of selfishness, the most profitable sort in the long run, is that which gives the other fellow a square deal. We are coming to understand that we, as individuals, can never be safe in prosperity until every man has an equal chance to produce the best there is in him. Neither theological and ethical preaching, nor church, creed, nor dogma have brought us to a realization of the Golden Rule. The millennium, if it comes at all, will very likely come through the development of business and the constant contraction of the world to the one community, where the success of each individual is interdependent upon the prosperity and health of the whole community. We are commencing to understand that reciprocity is an economic necessity; that no man can be hungry or sick or cold without being a moral or a physical menace to the rest of his fellows. We are beginning to realize that safety demands that we shall provide for the widowed and the fatherless, and that we shall give every individual something more than a fighting chance. In this way only shall we be able to preserve the public health and to conserve the best energies of the nations. That every man and woman should be at his best in efficiency according to his age is to the vital interest of the entire world, and to this point we firmly believe the world is slowly but surely advancing.

BUSINESS THE KEY TO LIFE.

TO ONE who enjoys reading, it is fascinating to browse around in old libraries and to dip into the works of all the novelists, poets and playwrights, a few of whom were men of such towering intellect that their works are monuments to all succeeding generations of men. But in looking over the old books, reading the works of essayists, novelists and historians, we discover that the chief interest of literary men down to very recent years, has lain in history, biography, fiction, involving historical, political and moral considerations, and that philosophers have touched upon theology, upon ethical systems, upon psychology, and have studied chemistry, astronomy and the relations of natural physical laws, one to another. We have works

of travel. We have works upon the occult. In fact, the whole range of human thought is covered with a tremendous out-pouring of intellectual power, except the means whereby men live. Business has been tabooed. To be sure, the masses of France brought on the revolution because they were hungry and downtrodden. Watt Tyler's men compelled the boy king to aid them in their rebellion because the business conditions, the conditions of employment—in short, the means whereby men live—were not satisfactory. And if we dig deeply enough we shall find some old books giving histories of the guilds and tradecrafts and some accounts of the merchants who brought goods across the deserts on camels and braved the violence of nature and the cupidity of man in order to provide silks and jewels for royalty. We do not find, however, that Addison ever addressed the printers' guild in London upon the subject of making a living in the printing trade. Nor do we discover Walter Scott writing a masterpiece about the transactions of the London stock exchange. Dickens, to be sure, has given us some beautiful business men, as well as some vivid pictures of the other kind.

These thoughts are brought out by the fact that not very long ago in Toledo an immense exposition of the printing trades was held, at which men of national repute addressed the printers on business topics. The governor of Ohio was present, likewise the bishop of Toledo, and Mayor Brand Whitlock, himself an author of distinction, while no less a writer than Elbert Hubbard was present, and made one of the most interesting addresses of the week. That such men are turning their attention to business affairs is evidence that business is engaging the attention not only of business men, but of the church, the school and the political arena, and that it is coming into its own as the prime interest of life. Verily, when we have provided the means whereby all men may live decently we shall have gone a long way toward curing the ills and evils to which human flesh and human conduct are heir. That the world is beginning to realize this is undoubtedly good.

ADDRESS OF LORD HALDANE.

BY SPECIAL permission of King George V, Viscount Haldane, Lord Chancellor of England, crossed the ocean to address the meeting of the American Bar Association at Montreal, Canada, last month. The subject of the Lord Chancellor's address was, "Higher Nationality—A Study on Law and Ethics." He read a personal message from the King, which lent to his address even more than ordinarily the force of an official utterance. Lord Haldane's address was a notable expression of the fundamental desire of all men to grow together in goodness and in justice.

The substance of Lord Haldane's address may be given as follows:

There is, he said, in every nation, beside the actual code of state law, a standard of conduct recognized by the community, a general will and spirit of the whole body of men, a system of customary conduct—what the Germans call "Sittlichkeit." No man will lightly trangress this unwritten code and its influence is as strong as it is universal. The general will represents what is greater than the individual volition. . . . There are few observers who have not been impressed with the wonderful unity and concentration of purpose which an entire nation may display—above all, in a period of crisis.

'If this is so within a nation can it be so as between nations? Can nations form a group or community among themselves within which a habit of looking to common ideals may grow up sufficiently strong to develop a general will and to make the binding power of these ideals a reliable sanction for their obligations to each other?

"There is, I think, nothing in the real nature of nationality that precludes such a possibility. . . . The world is probably a long way off from the abolition of armaments and the peril of wars. And yet there is growing up a disposition to believe that it is good, not only for all men but for all nations, to consider their neighbors' point of view as well as their own. There is apparent at least a tendency to seek for a higher standard of ideals in international relations. At times a common interest among nations gives birth to a social habit of thought and action which in the end crystallizes into a treaty.

"In the year which is approaching, a century will have passed since the United States and the people of Canada and Great Britain terminated a great war by the Peace of Ghent. And now we have lived for nearly a hundred years, not only in peace, but also, I think, in process of coming to a deepening and yet more complete understanding of each other. It seems to me that within our community there is growing an ethical feeling which has something approaching to the binding quality of which I have been speaking. Men may violate the obligations which that feeling suggests, but by a vast number of our respective citizens it would not be accounted decent to do so. For the nations in such a group as ours to violate these obligations would be as if respectable neighbors should fall to blows because of a difference of opinion. We may disagree on specific points, and we probably shall, but the differences should be settled in the spirit and in the manner in which citizens usually settle their differences.

"This occasion has seemed to me significant of something beyond even its splendid hospitality. I have interpreted it, and I think not wrongly, as the symbol of a desire that extends beyond the limits of this assemblage. I mean the desire that we should steadily direct our thoughts to how we can draw into closest harmony the nations of a race in which all of us have a common pride. If that be now a far-spread inclination, then indeed may the people of three great countries say to Jerusalem, 'Thou shalt be built,' and to the Temple, 'Thy foundation shall be laid."

It appears that there is a lesson here not only for nations, but for individuals as well, and especially for men who are associated together for a worthy purpose. That lesson is that whatever the individual may do, he should do with consideration always of its effect upon other men in the same line of business, and upon those with whom he is associated. No man has a right to take a seeming temporary advantage to obtain a profit when his action will react disadvantageously upon the prosperity of others. Whatever destroys the effectiveness of a good principle of action cannot be of great permanent advantage to the individual, for somehow in some manner it will react upon him just as the gambler's winnings are a curse to him or his children, no matter how desirable they may seem to be.

A Lot-o-Chaps Cultivate Charity so they may have use of her mantle.

Ike Milliken says: the changing styles have made the old somber cloak of religion as diaphanous as a woman's afternoon gown.

—*A. Hoosier.*

GET A PERSUASIVE PERSPECTIVE

ON THE ART OF GETTING THE PROPER PERSPECTIVE FOR THE PROSPECT—BEING NO. 3 OF THE "GET" SERIES BY LOUIS VICTOR EYTINGE, OF FLORENCE, ARIZ.

THE TWO PRECEDING ARTICLES, "GET INTO THE ENVELOPE AND SEAL THE FLAP" AND "GET UNDER THE PROSPECT'S HIDE" WERE PUBLISHED IN AUGUST AND SEPTEMBER RESPECTIVELY.

(Copyright, 1913, by the Office Appliance Co.)

NOTE.—This article by Mr. Eytinge is perhaps even more forceful and practically suggestive than any of its predecessors. The more one reads the writings of this man the more one becomes impressed with the thought that there is no excuse for any average man to yield to discouragement. Eytinge, of course, is not an average man, but what he is making of himself is the result of a determination and a fighting spirit which the average man may achieve if he will. Ill almost unto death with tuberculosis, cast into prison charged with a capital crime and escaping death perhaps because the evidence against him was circumstantial and inconclusive, with a record as a bad man before he was charged with the offence which causes his detention now, Eytinge has grappled with the evil fate which has pursued him since his boyhood, and not only has conquered the evil in himself, but has won back his physical health and vigor, and has justly earned the respect and esteem of thousands of Americans. We cheer the men who are brave upon the field of battle or in the open, where all eyes may look upon them; but the silent battle this man has won behind grim walls, fighting an invisible but deadly foe, is no less worthy of a herald, and the victor none the less worthy of his laurel wreath.

In Mr. Eytinge's article published last month he told of ways of "Getting Under the Prospect's Hide,"—that is to say, of getting close to the real thought and personality of the prospect. He instanced several methods employed by successful houses, finally telling of one large concern which sends to prospects checks good in every way except that the amount is not named. But on the back of each check is a printed memorandum stating that the check is negotiable only upon presentation at Blank's store. This check is enclosed with a letter to a prospect praising the merits of one kind of office device which can be fully guaranteed. The following concluding paragraph explains how this plan works out in practice:

"The prospect is invited to come to the store, inspect the device and to bring the check with him that it may be filled out and exchanged as may then be agreed. All this acts as a teaser. It stimulates study of the printed matter about the device and brings in a steady stream of busy men who want to know more about the check and the device. Its merits are fully explained and if he BUYS the binding money-back guarantee is written for the amount of the purchase and the SAME AMOUNT IS FILLED IN THE BLANK SPACES OF THE CHECK AND THE CHECK THEN EXCHANGED FOR THE GUARANTEE!!! That's all—but—the plan brings the prospect to YOUR STORE, where you have an opportunity of selling him not merely this one device about which you center the campaign, but beget in his brain the desire to BUY many other things you may demonstrate. He is your friend, for you have shown him something new—you have shown him you possess ideas and that you have faith in the goods you sell.

"The stridently clamorous letter knocks your prospect's eye out—he raises his guard against it. You come at him with too much IMPACT. The way to batter down a guard is to snuggle up inside of it. CONTACT ACCOMPLISHES MORE THAN IMPACT. GET UNDER THE HIDE AND GET—RESULTS!!!"

ONE of my fellow-inmates was painting the scenery, representing the Bay of Naples, for our next entertainment. His brush sketched in swiftly and lightly the foreground of water and boats and lingered lovingly on the colors of sky and Vesuvius in the distance. I asked him why he merely sketched in the foreground and his answer taught me a letter lesson. This is what he said: "That I may PERSUADE the eye to grasp the perspective."

Too many of us think when we have made a strong opening in our sales-letters, painted a good foreground, that there is little need for a perspective—for persuasive leading up to the main argument. The opening gets the attention and that is all the part it is to play in the sale. You have to lead up to the main points—and—take care that you lead gently.

The best leading agency is a QUESTION. Any man who can frame a question that will compel thought along the lines of the argument that follows—that man will succeed in his letter-sales. Have you ever thought of the force, value, the psychological result of a question? The one you have just read is a sample. A question is often worth a dozen argumentative paragraphs. A particularly knotty problem may be left to the prospect to solve—left to his imagination to picture a perspective—if you plan a pungent question; and, often with results that are better than could otherwise be achieved.

Suppose you are selling steel filing fixtures and open your letter with:

> *"Are your letters, your papers, as safe as they deserve to be?*
>
> *"The Brunswick-Balke-Collender Company had fifty thousand inquiries burned in their recent fire and the trials, annoyances and lost business entailed have led them to order BLANK steel equipment.*
>
> *"What would YOU do, if you were to lose all your papers, all your records this night?"*

This last question is one that is bound to cause considerable thought in the mind of the prospect. He actually is compelled to study what he would do, were he to suffer a loss. Right then—at the psychological moment—when you've "got him going" is the right time to drive home your best arguments.

Notice how the opening attracts attention—how it gets under the hide. The next paragraph—a simple statement of fact—is greatly strengthened by the mention of the number of inquiries destroyed and the use of a nationally known firm name—a firm who advertised their loss. These two sentences are but the sketching-in of a foreground. The third sentence—the hard-hitting, home-bringing question—is the thing that leads the prospect to size up the perspective. He sees the

picture in his own mind and it is up to you to argue shortly and quickly and close the sale. Every word, every punctuation mark in the letter extract shows the result of a carefully created PLAN. How do you expect to have a perspective unless you have a plan upon which to build? Before you write one word, plan everything from greeting to get-away!

Plan the perspective so that it makes prominent the points the prospect *ought* to perceive. You must EDUCATE your prospect. People did not want the typewriter, the adding machine, process letter-devices—they didn't want a thing until they were educated into desire. They had done business for years without office appliances—could do business now without them—but who the deuce wants to? Plan an educative, permanently-persuasive perspective.

Here's an instance: Every office man uses carbon paper—may have tried dozens of brands and grades—but does he know that there is a paper particularly suited to his business needs? When you size up the needs of your prospect in carbon papers and talk of a paper designed to meet his special requirements—when your letter educates him into desiring that particular paper—then you've landed not only his trade in carbons but in many other lines. You've shown your interest in *his interests*. You have visualized your prospect, the class of business he does and you have addressed yourself to his condition, his progress.

An addressing machine maker plans the letters, that go to houses having difficulty with the pay-rolls, so that the perspective shows hours and days saved in the matter of making out time cards and addressing pay-envelopes. Where speed in getting out the circular letters is needed, as in a broker's office, the letters carry this question before their strongest arguments: "Do you want to find out how the BLANK will get your market letters to your clients two hours earlier?" A maker of special keys for the typewriter does not, at first, talk to the employer of relieving the drudgery of the typist (though this subject is carried in the later arguments), but rather of reducing the number of errors he has to correct in the letters before they go out. He writes his letters so that they build a perspective suited to the eyes of the prospect and not to the latter's employes.

LOUIS VICTOR EYTINGE.

A seller of flat-top desks, in a Western city, had a hard time of it during the early part of the summer, because of the competition between two larger office fixture men—one a steel desk salesman and the other an agent for a specially designed and mechanically ingenious wood roll-top. The steel desk man would send out letters in which he pictured the wood desk, with its many drawers pulling hard and sticking some, in muggy weather. The special desk man would, in turn, paint perspectives that pictured how steel gathered heat in summer and held its chill in winter. The rivalry between the two became so pronounced that the business men of the city were amused. The first week of August, the flat top desk man, who had taken no active part in the fight, entered the arena with trump cards in his hand. Here is the first part of the letter he sent out:

> *"I'm not going to talk the merits of either wood or steel in desk construction. You've read enough of that kind of argument to make you tired. Besides, it is too hot to argue and I won't knock.*
>
> *"But—what is the use of buying electric fans or installing expensive ventilating devices, if you are going to sit all day behind a roll top that interferes with the air movements? Why not TRY THE COOLING COMFORT of a free-air, free-from-dust-cupboards—free-for-arm-movement, flat-top BLANK desk?"*

The success of this letter is clearly the result of a definite plan. Look at the timeliness, frankness and squareness shown in his good opening. Study the appeal—the psychological appeal, if you please—in his question—the gradual strength developing perspective—the mind picture of summer comfort that it paints.

A dealer in a certain type of office chair persuades with "How would you like to have a comfortable desk chair, the kind that will let you draw out the center drawer without pushing the chair back, arising, pulling out the drawer, pushing it back and rolling the chair into its place again?" Another puts a pertinent appeal with his: "The many interviews you grant every day make the ordinary desk chair unsuitable to a better performance of your duties. Why not get greater comfort, greater efficiency, with a chair designed especially for your work?" A dealer, circularizing his prospects about a patent inkwell, opens his letters by telling how much ink is evaporated from the average inkwell in a year and then goes direct to the painting of the perspective with, "If good ink costs you a dollar the quart and you have but four inkwells in your office and these vaporize four quarts of ink during the year, how much money will you save if you buy BLANK non-evaporating inkwells at a dollar each, in two, three, in five years? Figure this out yourself."

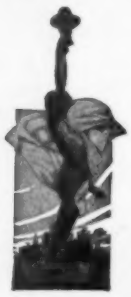
A printer and stationer prefaces his strongest talk with, "If I can show you how three mills—less than one-third of a cent—added to the improvement of every letter you send out will bring back ten per cent greater returns, would you use BLANK brains-in-printing?" A filing cabinet dealer asks in his second paragraph, "Is your filing system really a time saver? Does it respond quickly and accurately—or—do you have to stop and think and look in several places before you find what you want?" These are but samples of painting the perspective—getting ready the scenery for the real acting that comes with your vital argument—the first act to the development of your letter-sales-drama.

Play well your part!

¶ When one loses faith in himself he sets an example which others quickly follow. Never enter an office with a feeling of doubt in your mind or a conviction of failure in your heart.

STORE WINDOW SUGGESTIONS

SOME POINTS ON GOOD WINDOW TRIMMING.



PROMINENT MEN IN WIDELY SEPARATED SECTIONS GIVE VIEWS

The Commercial Stationery Window.

Principles Governing the Correct Use of Display Windows in a Commercial Stationery Store. By John B. Hibbard, Manager Office Supply and Specialty Department of the J. K. Gill Company, Portland, Oregon.

A GENERAL window is of utility at certain periods, such as the first of the year, and it should never consist of lines which conflict. A mixture of books, commercial stationery, specialties and furniture is not suitable. Such a window is not effective. A strong general window would show, if used at the first of the year, such goods as commercial stationery with filing cabinet supplies, such as transfer cases, folders, etc. On the opening of the schools in September a general window consisting of all stationery and books of interest to school children will be found useful. These are the two principal general periods which are uniform in all cities, but there may be special conditions in the different cities which make general windows at other periods possible. But as a rule, except for these two periods, special windows are best. Each window should contain the lines of one department. If the display space of the window happens to be very large it is advisable to divide it up by partitions into different compartments, confining each compartment to the display of some one individual line. In this way the display of one line will not draw attention away from the consideration of the entire line.

The background and decorations of a window should be attractive but they should never overshadow the display itself. In other words, the invitation to look at the background should not be so strong that the observer forgets to look at the display. The goods and the decorations should be in harmony, each complementing and setting off the other, or rather the decorations should be so adjusted as to complement and set off the goods and bring them out into the foreground and compel their inspection by the person on the outside of the window. It must always be remembered that the goods themselves are the primary point of focus. The goods should be arranged artistically and with a view to their uses and, in the case of furniture, should be so displayed as to give the onlooker a real demonstration of the use of the various goods. Motion or noise in a window display when it does not relate to the thing advertised, as a general rule is not proper, for it does not bring attention to the goods on display. Simply to draw attention to motion is of very little use unless the attention of the onlooker can be turned by that means to a careful inspection of the goods themselves. Small office machines like the Rotary Neostyle can be demonstrated in a window very profitably, as the onlooker is immediately attracted by the motion and his attention is arrested by the demonstration of the machine.

There is a great deal which might be said on the subject of what is and what is not suitable in a window display. Much that has been said is of an elementary character, but the chief object of any article on this or any other subject is abundantly fulfilled if the writer succeeds in impressing the importance of the subject upon the reader and in getting him to give it careful, painstaking and conscientious consideration. The operation of intelligent human minds is very much alike; so much so that I am reminded of the familiar couplet—

"There is so much bad in the best of us
And so much good in the worst of us,
That it hardly behooves any of us
To talk about the rest of us."

If, therefore, any intelligent man having an office appliance business which he desires to see prosper will sit down and give two or three evenings' careful thought to improving his window display he will find himself in receipt of big returns for his effort. The writer of these lines will be lucky indeed if he has stimulated anyone to give this degree of consideration to the subject under discussion.

* * *

Window Exhibits a Perpetual Business Show.

From an Interview with William A. Baker, President of the Baker Printing Company, Newark, N. J.

Long before the business show idea took hold of the public, merchants were giving shows of their own through the plate glass of their display windows to thousands upon thousands of interested onlookers. The window display idea is a very old one and it is based on the old saying that seeing is believing.

The window is the up-to-date merchant's strongest introduction to his store. It may attract or repel each one of the thousands of people who pass, or it may serve to revive interest in the indifferent or unresponsive to the displays within the glass. It is elementary to the success of the displays of the merchant always to keep the glass of his window clean. The next step is to change the displays often, and as a rule it is best to show one line at a time. In our case the backgrounds are made up of signs pertaining to the goods advertised in the window, or if some holiday is near the background is made to conform to the spirit of that occasion, whatever it may be. Each article exhibited in the window is supplied with a sign describing what it is, its uses, and in addition to this price tickets are also attached. In this way the purchaser gets three impressions: First, of the appearance of the article itself; second, of the purpose for which it is used; and, third, the price at which it can be obtained. These three impressions supply the beholder with all of the essential information he needs to determine whether he will become a purchaser or not. Then roughly outline to him just the facts he desires to know, and if he is interested to the point of entering the store and making inquiries it is the part of the salesman to elaborate upon the information he already has and to show him other fine points of the goods which cannot be brought out in a window display.

The public is always attracted by motion in all kinds of displays. But motion alone merely to attract the crowd has no value unless it applies directly to the article which is being advertised. For this reason we believe in having the article in motion which we are exhibiting. For instance, if it is desired to show a duplicating machine, the machine should be attached to power and exhibited in the window running. During certain hours a boy may be stationed to feed paper into the machine and produce actual reproductions of letters and circulars. If one wishes to show the fine points of an office desk it is desirable, if space and machinery permit, to place it upon a revolving pedestal in the window so that the desk may make slowly a complete and continuous revolution, exhibiting all of its four sides successively to passersby. Various adaptations of the motion idea may be made, but the merchant should always bear in mind that mere motion has no value at all except where it is applied to the goods being shown. A Punch and Judy show in a window full of loose leaf ledgers would assuredly attract a crowd, but it would call attention to Punch and Judy and not to the advantage of loose leaf.

Small office machines of almost any description, properly displayed and shown in natural operation, are always attractive and interesting subjects for window displays. Such machines would include pencil

sharpeners, check protectors, numbering machines and stapling machines. We have a man in one window running a Pencil Imprinting machine, a Rotary Mimeograph and a Daus Duplicator. Of course we do not run all these machines at the same time, but we find that such displays always attract valuable attention and we can trace many sales to this system of operating machines in our windows for the benefit of the public.

SEA DOG LEARNS MOTOR BOATING.

Albert Ernst, president of the International Carbon Paper Company at New York, the "old sea dog" of the carbon paper business, who once broke into publicity through having brought a sail boat across the lower bay in a storm from Shrewsbury River to Bay Ridge, got into print in New York last month with a motor boat experience.

Ernst and a friend were motor boating down to Sayville to play golf; they were caught in a bad fog, but managed to strike the inlet at Fire Island in safety.

The foregoing is the story told very briefly—it gives but the beginning and the end. The ending is happy and the beginning auspicious, in which respect it fulfills all the requirements of a good story. The middle of the story was equally interesting —especially to Ernst and his friend.

When they got out into the black and turbulent water, out of sight of land, a fog settled down about them so thick that all they could see was fantastic fog shapes as the vapors swirled about, and each swell which lifted their frail craft upon its summit looked like an approaching Mt. Shasta or like a section of the Allegheny mountains advancing upon them in the waters of the bay.

Just at this trying time the engine went "dead" and this was no joke with a heavy sea running. Ernst's friend took the helm and kept the nose of the boat to the gale, skillfully guiding her so she did not wallow in the trough and swamp. Ernst, who is a good "trouble shooter," got down beside the engine and quickly located a "short." He also found a plug had gone to the bad, but he soon had the power plant running "sweet" again, and, by the aid of his trusty compass and his knowledge of navigation, "kicked" into the inlet at Fire Island like an International cup winner.

In these piping, but sometimes parlous times, no man is safe with a knowledge of one profession. It appears that the sailor, honored of song and story, must now be likewise the engineer and the electrician and several other things in order to be sure of keeping his craft and himself afloat, even upon the supposedly quiet waters which kiss the shores of Manhattan.

On Making A Living

Some Epigrams from an Address by Elbert Hubbard, Delivered Before the Ohio Printers' Cost Congress at Toledo Last Month.

¶ Talk less, say more; write less, mean more; eat less, chew more.

¶ My apology for man is that he is in process.

¶ We are only really sane and at our best for a very short time, say for an hour or two a day.

¶ Wisdom consists in not exceeding the speed limit. If you do this you cannot laugh, cannot work—your nerves are outside your clothes.

¶ What we are part of the time—sometime we will be all the time.

¶ Bees have no doctors, no lawyers, no preachers, and whether they are wise in this omission or not it would be indelicate to ask.

¶ I do not know the difference between a criminal and an insane man.

¶ The leader of an orchestra is always a man who has played second fiddle.

¶ Primitive man sneaked things, then fought; or he sneaked things and had to fight; this you call the divine right of property.

¶ Every good merchant is attorney for his customer.

¶ Talking on the present one-price system in business: You remember that at one time buying a pair of trousers was a matter of negotiation. You looked at the trousers and the merchant offered to give you a blue tie and a paper collar if you bought them. You told him to go to h——l and he told you what you could do—then you went and he collared you and brought you back again where a bargain was struck. You took the trousers and the blue necktie and the paper collar and when you got home found that he had given you another pair of trousers. That was the problem then—common law—Let The Buyer Beware.

¶ It is no small thing to be a Man—to be a Business Man. Each man does the thing he can do best and in return for this he gets a meal ticket.

¶ If you want a thing done, select a busy man—the other kind has not time.

¶ To escape criticism, do nothing; say nothing; be nothing; go in your hole and pull your hole in after you.

¶ The man who succeeds is the man who works; believes in the institution he works for.

¶ There is only one infidel—that is the man who does not believe in himself.

¶ A man who isn't in business for his health, doesn't have good health—and very little business.

¶ There are no secrets in the business world. Secrets are things to give away. My brother Moose know that—they all take theirs with seltzer.

¶ The strong men of the world are the men brought up on the farm.

¶ We believe in a head to work, a brain to think and a heart to love.

COSTS AND THEIR CAUSES

SELECTED FROM THE BOOK: "THE NEW INDUSTRIAL DAY," BY SEC. WM. C. REDFIELD.

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FACTORY COSTS GROUPED.

THERE are four groups that enter into factory cost:

1. The cost of labor.
2. The cost of material.
3. Burden cost (or overhead charges).
4. Selling cost.

The aggregate of these four fixes the point per unit of product where profit begins. Let us discuss them separately.

First, labor cost. In a modern industry this is often not the largest element in cost per unit of their product. In some industries it is rarely the largest element in unit cost. In my own experience there have been many cases where, had the labor cost equaled the other elements of cost per unit. I should have thought the superintendent needed overhauling. It is a matter of testimony that in an American locomotive the percentage of direct labor cost is eighteen and that the percentage of material cost and of burden and overhead charges is eighty-two.

It needs only the statement to show that the important factor in labor and cost is not the rate of wage, but the rate of output. It is not what you pay, but what you get for what you pay that counts.

UNIT COST NOT AFFECTED BY WAGES.

OUTPUT varies with the character of the workman, the equipment, its arrangement, or other local conditions, with the nature of the superintendence, with the discipline, and so forth. It is absurd to assume that the work done by a man paid $4 daily costs more per unit than work done by a man paid $2 daily. It may be more or less costly, and depends upon other conditions. Therefore because certain goods are produced at a certain labor cost per unit when the wage rate is $3 per day in a certain place, it can never be argued that the same wage rate on similar goods results in a like labor cost per unit in another place. It may vary from ten to fifty per cent. To discuss the wage rate as the controlling factor in labor cost per unit is both inadequate and misleading. The railroads are a notable example of this. The English railways have vastly cheaper labor than we, but their freight charge per ton-mile is two and one-half times ours. With pride the Indian railway department told this winter that, though their labor is one-eighth of ours in cost per day, they had succeeded in getting down to a trifle lower freight cost per ton-mile than we. They had been years at it, with a labor rate one-eighth of ours, and had just succeeded.

WHERE PIECEWORK SUCCEEDED.

I KNOW a factory in which the product was doubled in two years without adding a man or without adding a machine. And this is the way it was done. It is a very interesting experience in labor cost. The men had been paid on day work. The labor men have, and they properly have, a horror of piecework, as it is commonly administered, because, I am sorry to say, manufacturers have so abused the piecework principle that the laboring men have justly come to fear it. As piecework is handled in many factories it ought to be hated, as it is hated, but in this particular factory the head of the concern had the idea that he could save by guaranteeing his men a high wage. He became convinced that he could save by paying a high wage, and he said to the workmen: "We will guarantee your day rates; you shall always earn your present day's pay. We will also guarantee that your piecework rates shall not be cut. We will agree with one another that obvious mistakes will be corrected either way, but if you earn large pay, understand, your piecework rate shall not be cut."

That was true. That factory has operated upon that basis for many years. The wages of some men went up to $6, and in some cases even to $7 a day. I had the pleasure of selling some of the product of this shop abroad, against European competition.

Now, when the men were guaranteed an unlimited earning rate, see what happened. The

manufacturer said, "There is the machine. There is your power. Go ahead. Earn all you can, and God bless you." Now, naturally, the first result of that was largely to increase the product. Then three other things happened. The manufacturers went to a man and said, "Pat, you are earning pretty good wages. It does not make any difference to me what you earn. The more you earn the better for us both. But there is one thing you cannot afford, and that is to have your machine shut down for repairs. It hurts me, and it hurts you every hour that that machine is idle, and your machine is of that particular kind and is engaged in that particular work that knocks it to pieces if proper care is not taken. Every hour it is delayed in operation hurts both you and me." Says Pat, "What is it that you want?" "I want you to spend about fifteen minutes before work starts every morning in overhauling that machine in your own interest. Do not let it get into such shape that it will need repairs."

I cannot state the exact number of thousands of dollars per annum that was saved in that factory in that simple way, but it was several times $10,000 a year, just that item of examining carefully the machines every morning before beginning regular operations.

MANY ELEMENTS MODIFY LABOR COST.

LABOR cost is affected by sanitary and climatic conditions. It varies with the quantity and the quality of the output, and it can never be assumed that it is at the close of the year what it was at the beginning of the year in the same shop. It is enormously modified by the progress of invention. The labor cost in a shop in January may be in some respects entirely wiped out by July. The labor cost in July may be entirely altered by December; else what is the purchasing agent for, and for what purpose are the manufacturers feeling out all over the world for the latest machinery? Base a tax upon the January cost, that is just equal to the difference in foreign cost, if there be such a thing, and it is altogether altered by July, and by December it may be three times the difference.

Labor cost varies with the arrangement of machinery within the shop. It is affected by the space available. It varies with changes in material, with the sufficiency and the regularity of the supply of material and its suitability to the work. And the labor cost of Monday when the stock runs out Monday afternoon and new stock comes in Tuesday, is not the same on Tuesday that it was on Monday. The steel mill may have made an error and the labor cost go flying up for the time.

BURDEN CHARGES BIG COST ITEM.

THE time of burden cost is one of importance and difficult to define. It is one in which every manufacturer is very closely interested, because it very often affects the cost of his production far more than the rate of wages that he pays. Manufacturers, however, are very apt to assume the burden cost to be less than it is. Instead of making a careful study of it, they take what seems to be the obvious course, reducing the pay roll, instead the more economical course of studying closely their burden charges. Once my partner said to me, "Although your department of this business is not the factory, I want you to go into it every day for an hour or two simply to find what is wrong." And for ten years I never went a day that I did not find something that could be bettered. Before a manufacturer can claim the right to have this whole people taxed for his benefit, he should show affirmatively that his methods are the best that are known.

"THE TIRED HOUR."

ABOUT twelve years ago the head of a concern in Brooklyn decided that he would put his factory on a nine-hour-a-day basis. He became satisfied that there was an element in the ten-hour that was real, but difficult to see, namely, the "tired" hour. He became satisfied that the tenth hour was the "tired" hour—that at that time the point was reached under which a man could not work to the highest advantage. He put his factory on the nine-hour-a-day basis and kept a very careful record of the cost. The wages remained the same. At the end of the year he was four per cent to the good; he made an absolutely larger product. Given the scientific spirit in management, careful and constant study of operations and details of cost, modern buildings and equipment, proper arrangement of plant and proper material, ample power, space, and light, a high wage rate means inevitably a low labor cost per unit of product and the minimum of labor cost.

* * *

A steadily decreasing labor cost per unit of product is not inconsistent with, but on the contrary is normal to, a coincident advance in the rate of pay for the work when accompanied by careful study of methods and equipment, as previously suggested. Conversely, low-priced labor nearly always is costly per unit produced, and usually is inconsistent with good tools, equipment, and large and fine product, else such labor would not be low-priced. * * * A large European manufacturer said to me, "What allowance do you make in your factory for loss of time from drink?"

I said, "none."

"Oh," he said, "do be serious."

I said, "I am perfectly serious."

"Well," he said, "I know your workmen drink."

I said, "They do; but no self-respecting American mechanic will work at the bench permanently alongside a drunkard."

FROM THE CUSTOMER'S VIEWPOINT

SOME OF THE THINGS THE SALESMAN MAY NOT DO.

BEING AN ATTEMPT TO SHOW WHAT THE CUSTOMER DESIRES IN A SALESMAN. BY BURTON WILLIAMS.

ALL manner of advice has been given to salesmen from their own side of the counter. They have been lectured, advised, appealed to, and whatever can be said to bring about more and larger sales has been repeated ad lib. by sales managers and store managers. But the humble customer, upon whom the manifold arts of salesmanship is practiced, has had nothing to say.

But since all men are customers—buyers of one thing and another at retail stores—we have attempted to give an idea of what will make sales by pleasing the customer, but it has been the sales manager, the store expert, the writer of "specials" who has told salesmen what to do from the safe rampart of a big oaken desk.

To the mere customer—to the man who goes into the store on his own pair of feet to buy a desk or a bottle of library paste—and the writer hereof is that man—it does seem that a good many of the cut and dried rules laid down for salesmen are made to fit a sort of ideal customer, not a busy, preoccupied person who wants what he wants when he wants it, or goes somewhere else. The salesman or the sales manager who is so professional in his attitude toward his calling that he forgets to use that quality known as "horse sense," is most likely to fail when he least expects to fail.

Rules, to be sure, are good. We live our lives by rule. When our understanding begins to dawn in a definite appreciation of individuality, we are confronted with a set of negative rules—of things we must not do—and as our minds and bodies increase in power and usefulness, positive commands are added—we are told the things we must do. When we are taught our English grammar, we learn a series of rules for the correct use of the parts of speech, but as our familiarity with proper speech increases by reading and association, we apply our rules unconsciously and learn to speak with fluidity and ease and without the stiffness which a consciousness of rules imposes. We learn to do by doing, but much depends upon a right start; hence the rules and directions. And hence, too, the rules and advice given the salesman to get him started right, no part of which is ever consciously applied by the successful salesman, whose methods are intuitive and instinctive by reason of long familiarity with his proposition and constant association with men.

In the nature of things, we cannot humanize our rules. The ten commandments are an ideal set of rules for the moral guidance of mankind, but they are cold, unlighted with the grace which makes duty a living flame. Better than all the rules is the injunction to love thy neighbor as thyself—to do and to say only those things which one would wish to have done and said to one's self—in short, to humanize all our actions upon a basis of good will, of fairness and of honesty.

From the viewpoint of the customer, then, the salesman who serves him best is the one who serves him as one human being to another. He may exercise all the arts of salesmanship if he can or will, yet if he covers his art with something which is alive and pleasing, the man he serves will not discover the art, but will appreciate only the finished result.

Some of the Customer's Rules.

As a customer, the writer does not like to be served by a person who has gotten up in the morning with a grouch. Therefore, the first rule would be, "Leave your grouch in the street car or let it evaporate into the fresh air of these crisp fall mornings—don't bring it into the store to afflict innocent persons."

We have read about that salesman who always greets the customer with a cheerful smile. Personally, we have met some of him and have sometimes entertained a sincere desire to hit him with a ripe tomato. Better than the perpetually cheerful smile is the alert intelligence and the evidence of a readiness to attend to the wishes of the customer as soon as he shall express them. The really, truly salesman or saleswoman is the person who makes one feel welcome without having to go through any particular facial contortions to do so. If one is really hospitable and interested in the wants of those who call, the expression of the face, and the very atmosphere of the place will betray the condition and bring to the customer a sense of being where he belongs. The glad hand spirit is a valuable asset—but for pity's sake don't lay it on too thickly—don't let your good will reek of the expectation of favors to come.

Do not try to rush the customer. If he shows a desire to take his time and look around, let him do so, but be near enough at hand to help him by showing goods and giving information when he wants such attentions. Sometimes he will enter the store briskly, as if with his mind made up to buy a definite thing—attend to his wants at once, or if busy, find a way to make him sure he will be promptly served by some one. But do this politely, easily, quietly. Sometimes he will stop before the window and then, after an inspection of the goods shown, enter the store with an air of only having partially made up his mind. Be ready to tell him what he wants to know, or show him what he wishes to see, but don't try to rush the sale. Don't rush up as soon as he enters and demand that he tell you what he wants to buy. He may not know himself. The clever salesman waits for the customer to make the first move in such a case, but makes him feel immediately welcome and free to see the goods, whether he decides to buy or not. His final decision depends upon the ability of the salesman and the merit of the goods—provided his opposition is not roused by a too eager desire to hurry the sale.

The writer hereof has the magazine habit—he buys magazines of all sorts—and sometimes stops at a little store convenient to his office. At the door is a stand filled with current magazines. When he pauses there, he invariably notices that the proprietor stops whatever he is doing and comes forward to inquire what magazine he wants. If the writer is non-comittal, the proprietor stands near-by and pointedly waits until the writer has selected something or decided he wants nothing. This may be good business in the abstract, but in practice it is annoying. Left a moment to look at the magazines, the writer would probably select one; but several times he has gone away without any because he felt he was being hurried into a decision. The customer wishes to be comfortable himself and he wishes the salesman to be comfortable, too. If the latter is too pointedly waiting while the customer makes up his mind, hanging upon the decision and doing nothing—then neither one is comfortable and the sale may be lost.

To the man who writes these lines it would seem that the ideal salesmen are the human beings whose senses are keen to perceive the moods of those whom they meet in their daily work; who adapt their attitude to these moods and conditions; who actually do feel a sincere desire to be of use and to make the customer welcome; who are alert; who are tactful; who are intelligent; who know their goods and where to find them; who can lose a sale gracefully and make the caller feel that he will be welcome again whenever he calls. No two men will manifest these things in the same way, but each may succeed, if sincere, according to his own individuality.

TAKING TELEPHONE ORDERS.

By E. St. Elmo Lewis, of the Burroughs Adding Machine Company.

A LITTLE tactfulness in handling complaints that come over the wire, and more understanding of the man at the other end who is often in the wrong, will work wonders

I go to my telephone. My gas meter, for instance, is on the bum. It always is, of course. I have a gas meter that has broken all the speed ordinances. My gas meter is out of use, for the sake of argument, and I go to the phone to register a kick. I call up. Percy Pinhead is on the other end of the phone, or, likely, it is Miss Tillie Timpkins—she of the small waist and the big pompadour—ever notice how these two always go together? There is some peculiar psychological reason for the combination which I have never been able to reduce to words.

Tillie is very busy, very; for she has a telephone switchboard to look after, not to mention a box of candy, and Robert Chamber's love story!

Tillie says "Hello" in a languid tone.

"Is this the City Gas Company?" I ask.

Tillie shifts her quid of Spearmint and says, "Yes," in a tired tone.

I start to explain what I want.

"Just wait a minute," she interrupts—a thick silence, while I change the receiver to the other hand.

She switches me over to the Complaint Department.

The young lady stenographer answers the phone.

"Well, what is it?"

"The meter in our house is out of order" —I get out when, "Just a minute," and again the silence, and I shift to the other foot.

Then the stenographer says, "Tillie, put this call in Mr. Smith's office—Mr. Jones is over there."

I get Smith's office but Mr. Jones has just left, and I get another "Just a minute."

By this time I am saying things to the wall paper, not fit for publication.

Then a hurried, hurried voice over the phone says, "Well, what is it?"

By this time I have almost lost my voice telling what it is, but I try again.

"The meter in our house, 109 Pingree avenue, is out of order; will you send an inspector to look after it?"

"Yes."

Bang goes the phone, no chance for a when, what, why or anything.

In the first place the girl should have said, "City Gas Company" as soon as she took the signal.

Then as soon as the complaint was made she should have said, "I will connect you with Mr. Jones' desk, who has charge of these things," and somebody should have been there to take the complaint.

The Gas Company would have become to me a human being, for I would have been dealing with somebody, some person —not an IT.

SELECTION OF FURNITURE STOCK

RAPID DEVELOPMENT OF FURNITURE TRADE.

DEALERS HAVE LIBERAL CHOICE IN GOODS.

IN no industry allied to the office appliances trade has development been more rapid and conspicuous for utility and variety than in the office furniture branch of the industry. This fact offers to dealers peculiar advantages from which most wide-awake houses in the retail division of this trade are not slow to profit. For some centuries furniture-making has been an art cultivated by some of the best minds in the industrial world. It is more than a calling—it is a profession—and designers who have attained reputation and eminence in this field are ranked among the leaders in the world's progress. Each age has produced its characteristic styles and designs, from the ornate creations of early French makers to the plain and severely practical models of a later and Puritanical era.

We who live in the present generation may, if we are discerning, note that modern designs in all classes of furniture, especially that for the office, appear to combine something of the ornamental style with the severe lines of later days, and to take on a third quality as well—the appearance of symmetry combined with utility, solidity and comfort. Modern makers are sacrificing very little of beauty, but are giving us goods which are far ahead of anything ever before offered in their practical usefulness for the purposes for which they are designed.

A glance at the numerous catalogues which office furniture manufacturers issue from time to time betrays an array of lines such as will tempt the purse of any one who ever purchases goods of this character. No matter where the dealer may be located, he can surely, from the variety offered, select some lines of goods which will meet the needs of his customers. The best and the better lines offered are suitable for the use of anyone—no need now for the rich man to have his office accoutrements built to order, for he cannot better the goods which he may purchase from the stock of the nearest dealer in high grade office furniture products. Nor need the man of limited means hesitate to ask the price of a practical equipment for his own modest office, for he will find in many of the inexpensive lines a quality which will astonish him and cause him to wonder how it is possible to manufacture goods of such solid utility and of such good materials and workmanship at the price asked.

The dealer thinking of putting in a stock of office furniture and office furniture supplies will find it easy, as well as interesting, to become posted upon the subject. A card to all the manufacturers of office furniture will bring a wealth of catalogues and information of immense practical use in future transactions. From the information thus obtained he should be able to select lines to meet the requirements of his customers. He will doubtless bear in mind that it is most profitable per sale to sell the highest grade lines, but that he may achieve a larger bulk of sales and more eventual profit by the handling of goods of moderate price. He will doubtless reason that he should be in a position, however, to supply anything his trade requires, and will so select his stock, so far as his space and his capital permit, to meet such conditions.

No branch of the office equipment industry offers dealers more help, more solid, practical, profitable co-operation than the manufacturers of office furniture, whether of wood or steel, and in no department of his trade will he find more joy and satisfaction than in the handling of office furniture. Manufacturers of such goods are one and all enthusiasts concerning their products, and they demonstrate a healthy joy in helping all dealers in every way they can to dispose of their products. In such co-operative relations there is satisfaction, profit and solid educational value for the dealer, whose mind is quickened by association with able men, and who learns many things about advertising and general publicity in his office furniture campaign which he finds of value in every other department of his business.

The program of the Ninth Annual Convention of the National Association of Stationers and Manufacturers at Springfield, Mass., this month discloses some interesting events in store for delegates and visitors. Traveling men's night will be held Monday evening and the regular sessions of the convention will begin Tuesday morning, October 14. Wednesday will be Holyoke day. Friday a trolley trip will be taken to Mount Tom. Side trips are arranged for Saturday.

SPEED IN BUSINESS CORRESPONDENCE

STENOTYPIC UNIT PLAN OF BUSINESS LETTER DICTATION AND TYPING.

BY H. B. MATTHEWS, DISTRICT MANAGER THE STENOTYPE COMPANY.

THE ENORMOUS increase in correspondence constitutes a problem in practically every branch of business. Machinery for various purposes is employed in moving the daily mail after it is prepared. Letters are folded and envelopes are sealed and stamped by machinery. Yet none of these devices contribute dispatch to the preparation of the mail.

The preparation of the mail—the dictating and the typing of the letters has continued a comparatively slow process. High speed dictators and expert stenographers and typists have established splendid records, but the average stenographer and typist in the average business office continues to make business letter writing comparatively slow and considerably more expensive than most business houses are aware.

Business letter writing is such an obvious necessity that scant attention has been paid to actual costs. Stenographers' salaries are but fair, the average work is pretty good, and the inclination in the average business office is to secure as good results as appear possible and let it go at that.

To be sure, the day's work of the operator and the total cost of business letters is a matter of accurate record in some business houses, and wherever the record is kept, attempt is made to decrease the cost by the establishment of some system. The very personal character of the work makes cost computation and systematizing difficult. Thus far business correspondence has been considered, in most places, as individual work of which no accurate record could be kept.

This very condition afforded the inspiration for the Stenotype which makes possible the organization of what may be called a letter writing department of business. Through this departmet economy may be effected and despatch promoted in the preparation of the daily mail.

The Stenotype is the fastest writing machine in the world. On it the operator writes "a word at a stroke." The great speed of the machine enables individual operators to greatly increase their output, and at the same time develops speed in dictation because of no interruption to the dictator by the writer.

But the Stenotype promotes greater economy and efficiency, where considerable correspondence is a part of the routine of business, through the Stenotypic Unit Plan of use.

The Stenotypic Unit Plan.

The Stenotypic Unit Plan consists of one person taking dictation on the Stenotype and three or more typists (who may or may not use the Stenotype) transscribing. This transcription by one typist of another stenotypists notes is made possible on account of the universal system of the short writing, and the absolute legibility of the Stenotype code.

One girl with but a fair rate of speed can take 400 letters a day on the Stenotype. Three good typists with no dictation to take can transcribe 400 letters a day. A business house with 100 stenographers split into groups or units of four, can secure an accurate comparative record by working one unit against the other. It is soon determined how much mail each unit should get out. The record furnishes the precise cost of the mail, and also discloses which units are doing the proper amount of work and which units are not, and why not. Operators who do not make a reasonable quota are replaced by others who can.

With one or more such Stenotypic Units letters are being written while dictation is taking place. The strip containing the first letter is passed to the transcribing typist immediately it is finished, and is being put on the machine while the second letter is being dictated. Letters which cannot be dictated until late in the day can be prepared in time for the evening mail. The Stenotypist is at the dictator's desk upon call. Fifteen minutes atfer the last letter is dictated all the mail is on the desk for signature, something possible by no other system. All of the typists have been working all the time and doing an equal amount of work. The Stenotypist has furnished the copy which the typists transcribe. The transcribers must be able to read stenotyped notes—a very simple matter which any typist can accomplish in one week. The typists will not have to be expert Stenotype operators. They need not know how to operate the machine, but may be ordinary typewriter operators who have learned the Stenotypic code. The Stenotypist who takes the dictation will furnish sufficient copy to keep four typists employed in transcribing.

To establish the Stenotypic Unit does not necessitate breaking up the present stenographic force. Any stenographer of ordinary intelligence can learn the code from the Stenographic reader (the price of which is but 30 cents) in a few days, and the same staff which has been writing the letters may continue the work. The transcribing typists need not be high salaried.

The establishment of the Stenotypic Unit system promotes speed in dictation by eliminating the frequent checking up by the stenographer, previously referred to, in order to "catch up."

When a business man has at his side a person capable of taking dictation at the rate of 200 and more words a minute, he naturally increases his speed because he wishes to keep the writer busy; he will moreover, dictate better letters at 150 to 200 words a minute than at the rate of 100 words a minute, that is, of course, in ordinary business correspondence. The very nature of some correspondence requires more deliberate thought, but the ordinary business letters should be more easily dictated at 175 or more words a minute because the work is practically all alike and is done day after day.

Perhaps 75 per cent of business letters are dictated by clerks whose work permits dictation at any time of the day. With a Stenotypist to take the dictation arrangement may be made to keep her constantly employed by dictation being given at different times.

A system which provided constant work for typist and transcriber will reduce the cost of mail preparation at least 50 per cent in any business office.

The stenographer's ability should be equal to the highest speed of spurts in dictation. Any less speed retards the dictator. When the dictator spurts he should not be checked. He has a flow of thought that should be unbroken. This is his best work. The Stenotypic Unit plan insures this and more.

The first Unit system in a business office was started with one good Stenotypist, two raw pupils, girls about 17 years old having absolutely no office training, and one good typist. The business was of a very technical nature. The Stenotypist had also never been in an office. The first day's output was 134 letters. The second day the number reached 173, the third day, 176 were prepared and on the fourth day, 190 letters were written. The natural increase under such condition, after the operators were thoroughly conversant with the business should bring the number up to between 350 and 400 letters each day.

Perhaps the greatest factor in the Stenotypic Unit plan is the saving of the time of the dictator. With all of the consideration that has been given to increased efficiency and decreased cost of business correspondence, practically no thought has been given to saving the time of the principal, or the man who dictates these letters.

This Unit system not only provides for great increase in output but enables the principal or the man who dictates the letters to get within a third of the time, the output which he himself has produced in the past. This is an economy that becomes a larger factor in the business than the mere saving of the less expensive time of typists and operators.

The Unit system does not in any way destroy the usefulness of the individual stenographer. While the Stenotypist furnishes copy for the transcribers, any letters of a confidential nature may be transcribed by the Stenotypist.

Neither does the Unit plan reduce the advantage of the Stenotype where but a single stenographer is now employed. The advantage remains because the Stenotypist has greater speed in taking dictation, the notes are absolutely legible, and the person giving the dictation gets back a perfect transcript of what has been said.

With the development of the Stenotype and the increasing use throughout the country, public stenographers are becoming stenotypists and Stenotype transcribers. In offices where but one Stenotypist is employed, and where there is frequent or occasional demand for more work than one can transcribe on the typewriter, the notes may be sent to the public Stenotypist in the building for transcribing only. By this means, a single Stenotypist in an office with the help of a public Stenotypist to transcribe can handle an unusual amount of mail.

TYPEWRITING AS FORGERY.

The extended use of the typewriting machine in every branch of business is constantly giving rise to novel and interesting points of law.

For instance, take the law of forgery. One is accustomed to think of a forgery as a false signature or writing, but the question arises—may forgery be committed by means of a typewriting machine?

The case of Levy vs. Rust decided in the State of New Jersey is an interesting one. In this case A claimed to hold receipts for money paid B, and the court after comparing the typewriting of the receipts with the work done on D's machine, decided that the typewriting had been forged and that therefore the signatures were forgeries as well.

The point as to whether a forgery may be committed by uttering a document entirely in typewriting has only arisen in one case—State vs. Bradley—where the Supreme Court of Tennessee held that it may, and that a false order for goods purporting to be signed by a party is a forgery, although the order and signature are entirely in type.

Pencil manufacturers are buying up old red cedar fence rails in Tennessee and southward, to be made into lead pencils.

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CARBON PAPER FACTS

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REMARKABLE DEAL IN LOOSE LEAF.

Consolidation of Two Leading Western Loose Leaf Concerns Startles Loose Leaf Field.

ONE OF the most important transactions ever consummated in the loose leaf business was completed on Wednesday night, October 8, when the officers and boards of directors of the C. S. & R. B. Company and the Jones Improved Loose Leaf Specialty Company with their attorneys met and put the final touches upon an agreement whereby the two companies will be consolidated under the name of the Wilson-Jones Loose Leaf Company. Official announcement of this change of name will be made as soon as the legal formalities are complied with and permission is obtained from the Secretary of State at Springfield, Ill.

Ralph B. Wilson will be President and Treasurer of the Wilson-Jones Loose Leaf Company. Under the new arrangement both W. Gifford Jones and Harry S. Jones will be actively connected with the consolidated concern, W. Gifford Jones as Vice President and Harry S. Jones as general superintendent of production. There will be no change in the old established policy of the Jones Improved Loose Leaf Specialty Company. The Wilson-Jones Loose Leaf Company will continue all existing agency contracts and agents will be protected in every case.

The new company will immediately inaugurate a progressive selling policy. In the sales division there will be a special Jones department under the management of W. Gifford Jones. The old factory of the Jones Improved Loose Leaf Specialty Company will not be moved for several months, but it is the ultimate plan of the new company to bring the entire factory equipment under one roof and one compact organization.

R. B. Wilson, the President and Treasurer of the Wilson-Jones Loose Leaf Company, by reason of this latest achievement in the loose leaf field, has added to his reputation as one of the ablest organizers and financiers in the loose leaf industry. The old C. S. & R. B. Company was organized in 1896 and R. B. Wilson took active charge of the business in 1899. At that time the company occupied one room on the top floor of a building on Clark street, and many a time the editor-in-chief of Office Appliances, then Western advertising manager of another publication, has walked up four flights of stairs to secure his modest advertising contract. Indeed, even before Mr. Wilson took charge of the affairs of the company the editor was accustomed to climb the stairs to see James D. Leary, who was then at the head of the company. Later on Mr. Leary went to Mexico and Brazil, where he remained for several years. It is interesting to note, however, that on his return from those countries he again allied

himself with the C. S. & R. B. Company, where he is now credit manager.

The C. S. & R. B. Company first took over a few years ago the Public Record Index Company, of which Charles R. Fargo was at the head; more recently the Hamacher-Hawkins Manufacturing Company of Kansas City became part of the organization, and now comes the Jones Improved Loose Leaf Specialty Company, and the change of name to the Wilson-Jones Loose Leaf Company. It is a significant fact that the principal men of all the companies absorbed have invariably remained with the chief organization, giving their experience and ability to form one of the most remarkable staffs of loose leaf experts in the world. The organization as it is now formed constitutes an all-star cast of loose leaf men in the most literal sense of the term. Mr. Fargo remains as general sales manager; Mr. Hamacher took charge of the ring book department, and Mr. Hawkins connected himself with the sales department, while the Jones brothers will continue their duties in the special lines for which the Jones Improved Company was so well known.

Both the C. S. & R. B. Company and the Jones Improved Loose Leaf Specialty Company are pioneers in the loose leaf business. The Jones Company was one of the first concerns to offer high grade loose leaf specialties exclusively to the trade. The original company was organized by the inventor of the Jones specialties, Mr. Harvey T. Jones, in 1899. In 1902, the Jones Improved Loose Leaf Specialty Company was organized, but its founder died four days after the organization was completed, leaving the business to his sons, W. Gifford and Harry S. Jones. The Jones Improved Loose Leaf Specialty Company has always made a very high grade line of goods and the members of the concern are among the foremost loose leaf experts in the country. In future Mr. Harry S. Jones will work in collaboration with L. R. Dickerson, the mechanical expert of the C. S. & R. B. plant, in perfecting those new designs which will be brought out from time to time. Mr. Dickerson, by the way, has perfected some of the most successful devices in the extended C. S. & R. B. lines, and is justly regarded as one of the most clear-headed mechanical men in the loose leaf industry.

This latest consolidation of these two important concerns marks an interesting step in the history of loose leaf. More than ever before will the company, under the new arrangement, be prepared to supply everything of the highest possible quality for every conceivable purpose for which loose leaf goods can be used.

The big "Leaders of the World" flasher sign over the busiest spot on Broadway, New York City, representing a Roman chariot race, has been graced by the names of a number of well-known lines. Among the recent users of this celebrated sign is the Yawman & Erb Manufacturing Company of Rochester, N. Y.

CARBON PAPER FACTS

Price at Any Price

Nine times out ten when a dealer commences by asking us "How cheap" we know he is not working in harmony with our policy. We expect to make a fair profit, we deal with men who do the same and we protect them. We are not willing to allow their fair prices to be slashed by price-cutters.

Good and prompt service, well made paper and fair prices have enabled us to become the largest manufacturers of Carbon Paper in the world.

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IN OTHER LANDS

Office Appliances in Great Britain.

Exclusive correspondence of "Office Appliances."

London, September 19, 1913.

YOUR correspondent still has to record a splendid average level of business in typewriters and office specialties in this country. General trade has continued good and there has been consequently more money to spend and more opportunity of laying out funds for the installation of new appliances and methods. It is said that the national import and export figures for August do not show the improvement over the corresponding month of last year that we have been getting in all the previous months of this year, but it is too soon to say that this indicates any halt in the boom. It can very properly be urged that August last year was an exceptionally swollen trade month owing to the fact that we were busy getting rid of arrears of deliveries held up by the transport strike in the previous month. We must see how the September and October export figures go before we can talk of the coming of the slump.

Business conditions on the whole certainly look good. We are now getting well over the holiday dullness and business men are back in harness and are beginning to put on a spurt to finish the year well. Political conditions seem fairly settled, so much so, in fact, that Parliament is taking a prolonged holiday. On the Continent of Europe peace appears to have matured at last and industrial conditions there are already reflecting the improved position.

A number of our leading typewriter and office specialty men have been undertaking business journeys lately and there has been a good deal of going and coming between England and America and England and the Continent of Europe. Generally the stories of the returned voyagers reek with optimism. Everywhere they find an increasing demand for up-to-date appliances and labor saving devices. No matter into how remote a corner of Europe does the new-method evangelist penetrate, he hears the click of the typewriter and he has not much difficulty in persuading the local business men to carry their enterprise further. In the more settled countries where modern industrial conditions prevail business exhibitions appear to be held with increasing frequency. Another one is to be held in Paris about the middle of October showing office appliances, business methods, etc. Space has already been taken in this by some of the largest typewriter concerns. The show will last about ten days and is organized by the Comité de l'exposition de l'Organization commerciale, whose address is 52, rue des Saints-Pères, Paris.

Business Show at Birmingham.

A big show is to be held in England at Birmingham in Bingley Hall, which is the largest exhibition building in this country outside London. It is too big for a strictly office appliance exposition, so that whilst two-thirds of the space is being devoted to that special purpose the balance will be filled up as an advertising exhibition. This portion will be controlled by the "Advertising World," who are running it with posters, printing, electric signs, newspapers and business cinematography. There will be over 100 exhibitors altogether, all first-class firms, no hawkers or cheapjacks being allowed space.

The uniform stand and electric light system, which was so successful at Manchester and Glasgow will again be in effect. The color scheme, however, is different. The signs will be cream colored, the lettering being deep magenta, gold outlined. The coverings of the partitions and galleries will be a quaker grey casement cloth.

The Underwood Typewriter Company have taken the largest space at the exhibition, 108 feet long by 17 feet deep, and the cost of fitting their stand complete with electric lights will be nearly $1,000. This cost is outside of the cost of space and attendance, which in itself is considerable.

The other exhibitors include the following: Amberg File and Index Co., Hayward Co., Lamson Paragon Supply Co., Ltd.; Carbon Paper Supply Co., Ltd.; Addressograph, Ltd.; F. Kleemann & Co., manifolds, Ltd.; Mittag & Volgar, Ltd.; Tollit & Harvey, Morland & Impey, Ltd.; Business Organizers, Ltd.; Mackenzie Schiff, Ltd.; Dictaphone, W. H. Colt, Blickensderfer Co., Ltd.; International Multigraph Co., Roneo, Lyle Trading & Manufacturing Co., Ltd.; International Stamping Machine Co., Ltd.; Shannon, Ltd.; Petty & Sons, Ltd.; Murray-Johnson, Ltd.; Felt & Tarrant Manufacturing Co., Halsby & Co., Ltd.; Burroughs Adding Machines, Ltd.; Elliott-Fisher Co., Ludgate Co., Johnson, Taylor & Co., Kenrick & Jefferson, Ltd.; Shaw Walker, Ltd.; Moores Modern Methods, Ltd.; Talykron, Ltd.; Mabie Todd, Birmingham Private Telephone Co., Rotacopy, Ltd., and the Gledhill Brook Time Recorders.

Space is being sold at the following rates: Stands 12 feet by 6 feet, $80; stands 12 feet by 12 feet, $100; and island stands 18 feet by 10 feet, $125. An attendance of at least eighty thousand business men is expected in this great home of the iron and allied trades.

On the matter of the use of cinematography for business purposes a section will be used to demonstrate the possibility of making films which contain the selling story sufficiently strongly to sell the goods. The most important example of this class of advertising so far known in this country has been the National Cash Register, which at most of the trade exhibitions figures largely as a finely equipped stand and also shows its famous moving pictures in an annexed theater.

Timely Trade News.

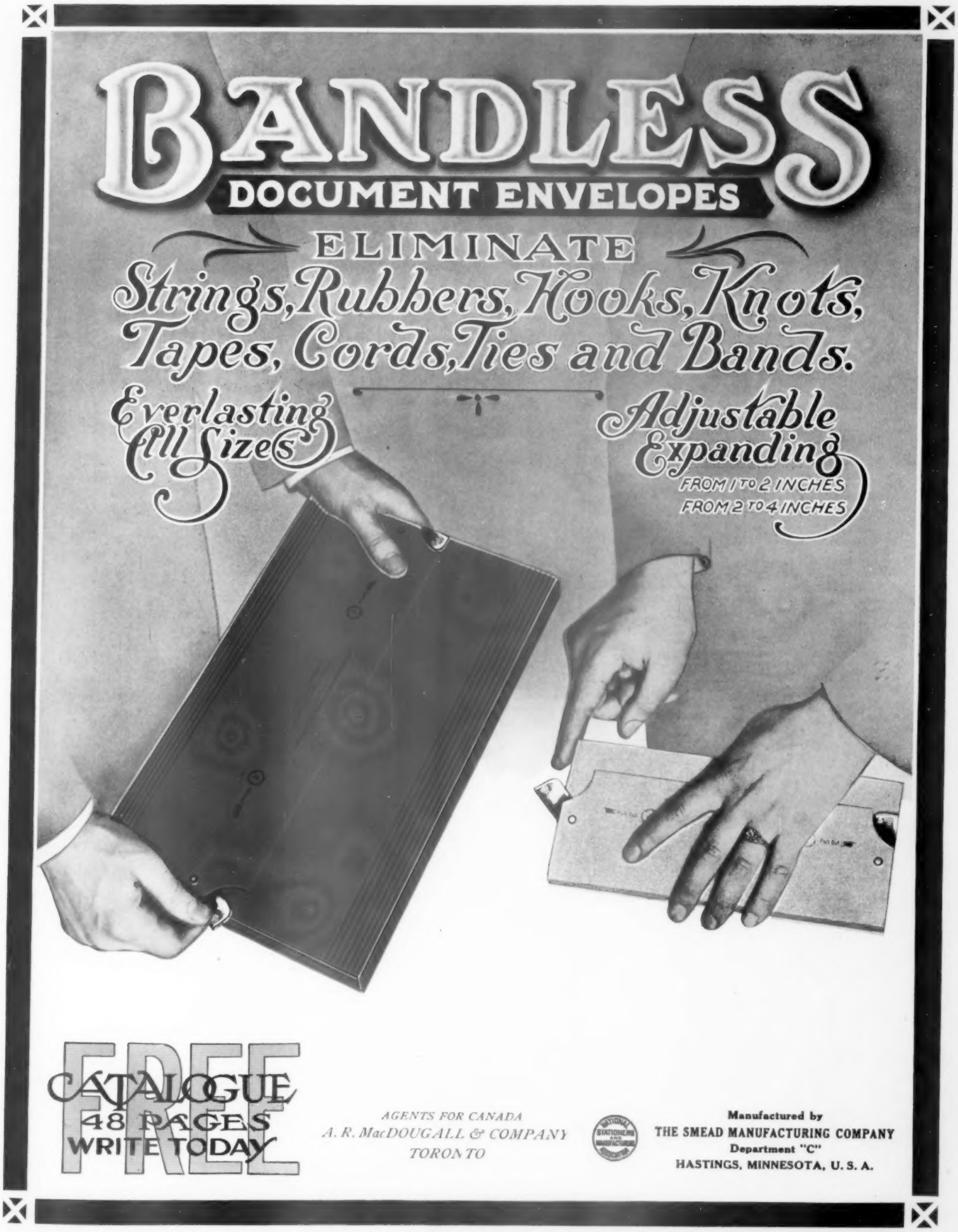
Mr. Louis A. Smith, European director of the International Multigraph Company, does not let the grass grow under his feet. Scarcely had he returned from America than he went off to the Continent of Europe. He is not expected back before September 25.

Mr. E. Spencer Harrison, director general of the Smith Premier, foreign department, is again away on the Continent.

The Monarch Typewriter Company has just opened a new office in Glasgow, and this office is now in full swing. The premises are imposing, situated on a corner in Hope street, and consisting of a ground floor having a fine show-room, and a roomy private office, with ample space in the basement for the repair department and stock-room. Mr. J. A. McEwing is the manager, and he has a full force of salesmen. Mr. McEwing is an old typewriter man, and is well-known and respected in Glasgow, and everything points to his making a big success.

Morland & Impey, who make the Kalamazoo loose leaf ledgers and Wagoner binders here, are doing big business all the time. They reiterate their assertion that their factory is the largest in this country solely devoted to loose leaf ledgers. A single floor covers 13,000 square feet, besides in addition several smaller buildings and considerable ground is being used for sports. The firm is on the point of holding a sales convention which will be attended by between thirty and forty delegates and which will probably be the first of an annual series.

Smith Premier business is developing so well that the handsome block of buildings into which the company moved about six years ago from the older headquarters has already proved too small. Smith Premier House, the building referred to, is one of the most handsomely appointed show rooms in London and was expected to allow for expansion of more years than six.


BANDLESS
DOCUMENT ENVELOPES
ELIMINATE
Strings, Rubbers, Hooks, Knots,
Tapes, Cords, Ties and Bands.
Everlasting
All Sizes
Adjustable
Expanding
FROM 1 TO 2 INCHES
FROM 2 TO 4 INCHES
FREE
CATALOGUE
48 PAGES
WRITE TODAY
AGENTS FOR CANADA
A. R. MacDOUGALL & COMPANY
TORONTO
Manufactured by
THE SMEAD MANUFACTURING COMPANY
Department "C"
HASTINGS, MINNESOTA, U. S. A.

A Time and Money Saving Device

¶ A great deal of carbon is sold over the counter, a few sheets at a time. This takes time to count, wrap and tie up and then is in all likelihood damaged before it is put into use. The result is a broken box and an accumulation of odds and ends, which means waste and untidiness to say the least.

¶ The sealed "small package" Silk Gauze is strongly and attractively prepared to hand the customer. It saves time for the salesman and the carbon is absolutely protected.

¶ Samples are mailed to reputable stationers upon request.

COLUMBIA RIBBON & CARBON M'F'G CO.

69-71 Wooster St., New York City

Business has developed, however, so substantially, especialy in respect of the advanced uses of the typewriter for billing and counting house work, that it has been found desirable to make important changes in the office arrangements. It was felt that the facilities which the company possess for show room inspection of their machines could be more intimately linked up with facilities for demonstrating the various branches of billing and accountancy work, to which the Smith Premier has been adapted, so that the visiting customer might be able to see, side by side, the different models and the actual work for which they are used.

The transfer of the head office from New York to London, together with the control here of the whole of the business for the world outside America, and the growth of the European and foreign department, offered a suitable occasion for a reorganization scheme, with the above objects in view. The premises have for some time past been in the hands of builders, fitters and decorators, and the work was practically completed when I called recently.

"The main feature of the changes which have been made," said Mr. Clark Sammis, in a recent talk, "is the transfer of the accountancy department from the first floor to the ground floor, and of the general office to the first floor in its place; with, of course, some consequent changes in other departments."

On the ground floor are now the show room, the invoicing department, the counting house, employment bureau, etc. The counting house is only screened off from the show room, after the manner of the principal London banks, and the result is to give one general view of the ground floor as you enter, and the impression of an extremely well-appointed and up-to-date business house. On the first floor are the manager's office and the general office, suitably fitted up with telephone call box, and Lamson patent carriers between the different departments. On the second floor is a handsome suite of rooms for the head office of the company. Here is to be found Mr. E. Spencer Harrison, the government director, and controller of the European and foreign business, in his well-appointed office, surrounded by portraits of the foreign agents of the company.

Mr. Sammis explained that "in the counting house department you will find that all our bookkeeping is done 'by machinery,' and the Smith Premier typewriter at work on all kinds of bookkeeping, including card ledgers, loose-leaf systems and invoicing." Instead of counting house desks, the staff are accommodated at flat typewriting tables, each with the drop cover concealing the typewriter beneath when not in use. "When a customer comes into the show room to inspect a machine, we can now ask him to walk into the counting house and see a demonstration of our billing system at work. We can prove that what we advocate as being possible with the Smith Premier typewriter, we do ourselves—that we are not making a proposition to the customer which we have not tested, or which we do not use ourselves."

Mr. Spencer Harrison himself pointed out that the same system of co-ordination of office work, involving this unique object lesson in the billing possibilities of the typewriter now installed, was being introduced at the offices of their foreign branches. What Mr. Sammis had been aiming at in the London office in this re-organization scheme was to introduce up-to-date appliances, so that the billing work actually going on from day to day in their counting house would be a sort of working exhibition of the uses of the Smith Premier in these respects. The whole of the Smith Premier offices on the several floors have been redecorated in soft, pale green and cream tints, and the general effect is one which is very pleasing to look upon.

G. F. WHITEHOUSE.

Bar-Lock sales continue very good and the firm continues its strenuous and painstaking advertising campaign. A feature is made in the current advertising matter of a scene in a great English soap factory where seventy typists are shown using Bar-Locks to address the labels for over one million prizes offered by the soap firm in connection with a recent coupon competition.

Mr. McLachlan of the Oliver returned to his vacation on September 22. According to all reports the business of the company is better than ever.

Mr. Becker's trip to Europe is being appreciated by the Hammond typewriter staff here. He professes himself well pleased with conditions of business.

Yost reports are also thoroughly good. An interesting little note on the business of this company in India shows how sales are mounting up in our great dependency. Some of the native Indian agents are evidently very alert, one firm of this kind having got out a very smart booklet recently.

After keen competition the Remington Typewriter Company have secured the contract for the supply of typewriting machines to the municipality of Paris. The contract, which is a very important one, covers not only the municipal departments but a large number of the commercial schools. It is estimated that the contract involves a supply of nearly one thousand writing machines during the period of the contract. The Remington Company is therefore to be congratulated upon this achievement.

Some New Devices.

The Brossotype is a new typewriter brush which the manufacturers claim to be quite different from any other competing brush. The handle is hollow to contain liquid, and by pressing a knob on the brush the liquid flows into the bristles. The Brossotype is claimed to be most useful for cleaning typewriter type which has become dirty through dust or oil, and will be useful as well for removing dust from all kinds of duplicating apparatus. The brush is patented, and when once the handle is filled with liquid it requires no refilling for months at a time. The manufacturers are the Voxotype Manufacturing Company, Limited, Weiner-Neustadt, Vienna, Austria.

A typewriter that can be carried in the pocket and that will work when called upon to do so, is the aim of an inventor in France. H. Viry, of Rambersville, has taken out a patent for such a machine, which is claimed to be an effective writing apparatus.

There is not much in the way of new concerns being started at present. The only two I have noticed have been the Standard Ribbon and Carbon Manufacturers, Limited, with a capital of $10,000, and the British Ribbon Company, Limited, with a capital of $4,000.

The annexed picture shows Mr. G. E. Whitehouse, one of Britain's strong men in the loose leaf business, who controls the operations of the Ludgate Company of Edinburgh, Scotland. In less than two years Mr. Whitehouse has steered this concern from comparative obscurity to a position of standing that must be reckoned with on loose leaf matters. He has opened sales branches in the most important cities of Great Britain, covered Australia with a chain of agencies, set down a responsible organization in Paris, France, and arranged complete manufacturing facilities in Cape Town for the South African business. Under his control business has grown very rapidly, and will continue to grow whilst he maintains that enthusiastic spirit of progress and determination to keep well ahead in the loose leaf line. Mr. Whitehouse is a sworn disciple of the doctrine of optimism, and greater efficiency in business.

An Actual Necessity

So great has become the efficiency of the *Dictograph* that the time is not far distant when it will be an actual necessity in every modern office and factory. With

The Dictograph

you can have instant speech with any employe or associate in any part of office or factory. Communication can be had by simply pressing a lever on the *Dictograph* which can be placed on any part of your desk. There's no mouth or ear piece to handle, your hands are perfectly free and you remain in a natural position and speak in an ordinary tone of voice at from 3 to 10 feet from instrument. With the *Dictograph* the business man can get 12 hours work out of a ten-hour day.

Illustrated and descriptive literature upon request.

The General Acoustic Co.

220 W. 42d Street, New York

Offices Everywhere.

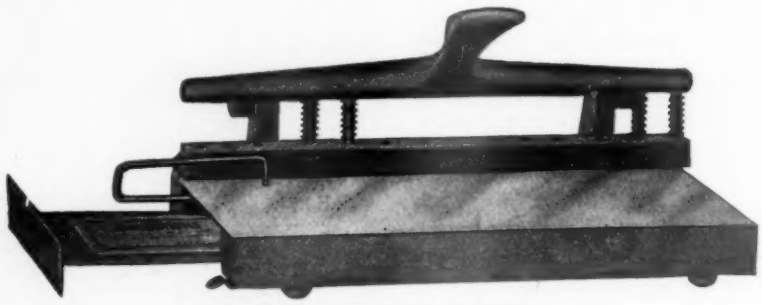
NEW MACHINES AND DEVICES

EXPLANATION AND ILLUSTRATION OF SOME INTERESTING MACHINES.

BEING DESCRIPTIONS OF SOME OF THE NEWEST OFFICE APPLIANCES ON THE MARKET.

Punch for Loose Leaves.

The Barrett Bindery Company, manufacturing stationers of Chicago, have put upon the market a useful punch for loose leaf sheets. This punch is known as the Barrett-Ambart Punch. It is so equipped that every standard distance between holes can be arranged for, the punch making from one to seven holes at a time. These punches are hand machines and are said to be extremely easy in operation and of great practical utility in every office using loose leaf goods.



THE BARRETT-AMBART PUNCH.

The Barrett-Ambart hand punches are made entirely of steel and iron firmly attached to a wood base with rubber feet. The punch pins are of tempered tool steel. Every punch is guaranteed to punch standard sheets with exact size of holes, exact spacing of holes and correct distance from edge of sheet. The material and workmanship of each punch is also guaranteed for a period of one year from date of sale.

The Barrett Bindery Company has issued a descriptive catalog of these punches which will be interesting to those who may be able to make use of this device. The company makes a line of special punches for the use of those requiring a tool for doing heavier work than that accomplished by the regular punch. All of these punches are reasonable in price and attractive in workmanship.

Space Economizing Device.

The Hilco Radiator Shelves are a new device fitted on top of steam radiators and are intended as receptacles for various small articles such as books, table lamps, etc. These shelves are made in a variety of styles and finishes and are adapted to a wide variety of uses. The shelf is made from a composition stone stronger than wood, will not warp and costs so little as to conform to general use in homes, offices and stores.

The Hilco radiator shelves rest firmly on specially designed foundation blocks attached by clamps to the radiators. They are strong, rigid, attractive looking fixtures that utilize valuable waste space and add to the apperance of the room. They are regularly finished in a dark rich maroon closely resembling mahogany. Other colors can be furnished at an additional cost of twenty-five cents each. These shelves are made in three standard sizes and are reasonable in price. They are manufactured by the Hill Manufacturing Company, 708 Rialto building St. Louis, Mo.

New Meilicke Payroll Machine.

A new model of the Meilicke Calculator has just been made ready for the market and will be exhibited for the first time at the New York Business Show, October 20 to 26. This is known as the Meilicke Payroll Model. This machine computes total time and total pay based on any rate of wages per week, per day or per hour. Given the "in" time and the "out" time or starting time and finishing time for any number of periods, the Meilicke Calculator computes the time and pay for each period, the total time and total pay being automatically accumulated while computing the individual periods. The same machine can be as readily used for piece work as for time work.

BALL BEARING; LONG WEARING

The Ideal Office Assistant

An employer hires a bookkeeper, stenographer or clerk to relieve him of,—not to add to his cares.

He asks the same thing of his writing machine.

He wants it to "stand up," to do its work, to be reliable, quick to respond, ready for emergency or long continued work.

These qualities make the L. C. Smith & Bros. typewriter preeminent in the typewriter world.

Its ball bearings at all frictional points place it in a class by itself from a mechanical standpoint.

Viewed from the *human* angle, the operators of this typewriter do more work and are less tired at the close of the day. If you look into the matter closely, you can't reach any other conclusion.

Send for free book.

L. C. SMITH & BROS. TYPEWRITER CO.

Factory and Home Office, Syracuse, N. Y.

Branches in all Principal Cities.

Reduce Mailing Expense—Increase Office Efficiency

SAUNDERS' NEW MODEL

Sealograph TRADE MARK REGISTERED

Seals and counts 100 to 300 pieces of mail per minute

This is the most practical, simple, durable and efficient Sealing Machine ever made. A great time and labor saver. Used extensively by U. S. Govt., by State Departments and such concerns as Standard Oil Co., John Deere Plow Co., International Harvester Co., Western Electric Co., and hundreds of others—large and small.

The Sealograph is made in three models—Hand Power, Electric and Automatic—one of these models will just fit your business and save you money. Seals securely and neatly without adjusting. Counts and stacks at a rapid rate the various sizes and kinds of envelopes used in business—pay, correspondence, outlook, penny savers, etc. All parts are *Gear Driven—no chains to work loose—nothing to change or renew. A Free Trial* on your own mail will convince you that you cannot afford to be without the Sealograph. Write for further information and *Free Trial* today. Good Salesmen—WANTED.

SAUNDERS & CO., 521 Southwest Boulevard, Kansas City, U. S. A.

EVERSON'S

AUTOMATIC WATER COOLER

With Filter Attached

A pure, wholesome drinking water, cooled to the proper temperature, will greatly increase the energy and efficiency of your employees.

The outfit is very attractive and suitable for the finest office.

Send for Catalog No 49

EVERSON FILTER CO.

68 W. Lake St., Chicago

—or are you alive?

Men entrusted with the important work of making offices good looking and workable and efficient fall naturally into two classes —the live ones and the others.

There are some who are still back in the early nineties—they've just discovered the typewriter. Then there are some who are pushing every modern invention that cuts cost of operation and increases efficiency—an invention like

The EDISON DICTATING MACHINE

(Prevent substitution. Specify "Made by Edison")

It's so readily demonstrable that time and bother and worry and annoyance and dollars and cents are saved in immeasurable quantities by this machine, that it's only a wonder why any office is still limping along letting its dictators and stenographers fill tons of notebooks and waste hours of time that might go into *real letter-writing* with the Edison.

Are you one of the others, or are you alive? Do you appreciate an exceptional opportunity when it comes more than half way to meet you? Then write us today.

Thomas A. Edison, Inc.
205 Lakeside Ave., Orange, N. J.

Suppose an employe is paid $5.40 for a forty-eight-hour week and his "in" and "out" records show as follows:

Monday	7:10 a. m.-12:20 p. m.
	1:20 p. m.- 5:30 p. m.
Tuesday	8:40 a. m.-12:30 p. m.
	1:30 p. m.- 6:00 p. m.
Wednesday	7:10 a. m.-11:40 a. m.
	1:00 p. m.- 5:10 p. m.
Thursday	7:10 a. m.-11:50 a. m.
	12:40 p. m.- 5:40 p. m.
Friday	7:00 a. m.-11:50 a. m.
	1:10 p. m.- 5:30 p. m.
Saturday	6:40 a. m.- 1:10 p. m.

The Meilicke Payroll Machine to compute the wages of each man is set to the time of starting on Monday morning and is then turned to the finishing time at midday. The answer for that short period then appears in actual time work and wages earned. Then while turning to the next starting time at 1:20 a lever is pushed to one side which keeps the drum from computing the idle time. From the next starting time at 1:20 to the quitting time at 5:30 the drum again computes and also accumulates the total wages and time. This process is repeated for each period to the end of the week, the machine accumulating the time and wages and presenting the final result. The most valuable feature of this machine lies in the fact that while one is operating it to compute time and wages for the different periods given, the machine is automatically totalizing the amount due for the week and the actual time the workman has spent at work.

The machine is also well adapted to computing sums due for piece work—for example, an employe is paid 2 5/6c per piece on a certain kind of work. It is shown that he has finished 319 pieces. What amount of money is due him? To find the answer to this problem it is merely necessary to turn the calculator to the number 319, then the answer, $9.04, plainly appears in the column headed 2 5/6c.

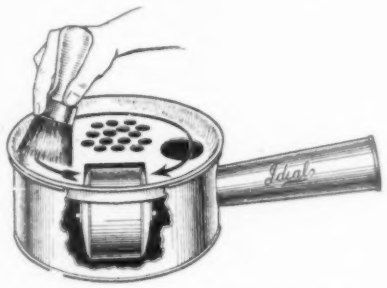
This payroll calculator has been in the process of making for the past eight years. It was started simultaneously with the other and better known Meilicke machines but has just been completed, owing to the fact that it has been the company's policy to perfect one machine at a time and never to let any machine be placed upon the market until it is in every way satisfactory. The new machine will undoubtedly be of great interest to employers of large numbers of people and should find a ready sale.

Any further information concerning this device may be obtained by addressing the Meilicke Calculator Company, 530 Peoples Gas Building, Chicago.

Improved Pot for Stencil Marking.

The new Ideal all metal marking pot is a big improvement and has been installed by the biggest concerns in the country.

The ink is brought to the brush tip by moving the brush in the direction as shown by the arrow. The perforations in the top



NEW "IDEAL" MARKING POT.

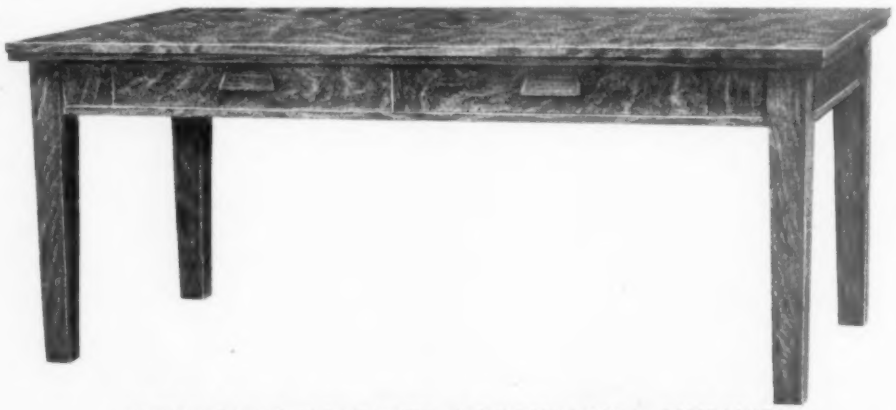
reduce the quantity of ink in the brush tip and prevent blurring the stencil. The surplus ink is not wasted but flows back into the pot through the perforations.

There are no wooden or felt parts to absorb and diminish the quantity of ink, and as the roller is made of metal it cannot become ink-logged and refuse to turn.

Prices and discounts will be gladly furnished by the Ideal Stencil Machine Company of Belleville, Ill.

New Office Table.

The illustration shown here pictures an office table manufactured by the Grobhiser-Cabinetmakers Companies, Sturgis, Mich. This table is similar to tables listed in their catalog under the numbers 5230 to 5238. This table is made in nine sizes. The tops are made of solid oak or imitation mahogany with a broad frame beneath. The tables are solidly constructed and well fin-



OFFICE TABLE—GROBHISER CABINETMAKERS' COMPANIES.

This is the Protectograph, patented, built and guaranteed by G. W. Todd & Co. Look for the name Todd on the name plate.

NOT OVER THIRTY DOLLARS 30

Protectograph

(One Fair Price to All)

¶ The name "Protectograph" is a trade mark. It applies only to check protectors bearing the name of *Todd*. There are other kinds of check protecting devices, but they are *not* Protectographs.

¶ The Protectograph is built on our basic patents of "shredding" and inking the paper, which are the foundation of the check-protector art—combined with 14 years of experiment and development.

¶ There are today nearly 250,000 Protectographs in use—each one bearing the Todd name and the Todd guarantee of lasting satisfaction to the user. (We have never made a charge for ordinary repairs or replacements to any original purchaser.)

¶ Each of these Protectographs was sold at the same price—$30 net, whether one machine was purchased or one hundred.

¶ This is a fair and honest price, as proven by the fact that we have sold—in open competition—more check protectors than all other makers of such devices put together and multiplied several times over. Also, by the fact that we are selling today twice as many Protectographs as we were selling in the record-breaking year of 1912; and that we are now enlarging our factory (for the third time within five years) to take care of an output that will be well over 500 machines daily by the end of December.

The Protectograph principle has stood the test of nearly 15 years on the world's biggest bank accounts.

G. W. TODD & CO., *Manufacturers,* 1129 University Avenue, Rochester, N. Y.

World's Largest Makers of Check Protecting Instruments

IDEAL
Tubular Stands

Burroughs Adding Machine On Our Stand

are now used by practically all leading manufacturers of office machinery of every kind for which a stand is necessary.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations at our risk.

The cuts herewith show but two of a great variety of styles.

Just Out

New model No. 3 combination portable and rigid typewriter stand. Same model with all its advantages will be furnished for any other office machinery.

Mount your machine on our stand, rol it to your work, throw the crank to othe side, and you have a rigid stand.

Write for circular with prices and discounts.

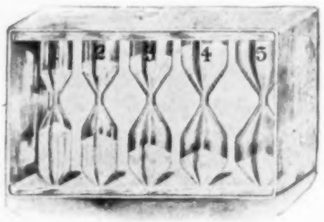
No. 3 Combination Typewriter Stand

Fowler-Manson-Sherman Cycle Mfg. Co.
1447-1455 Austin Ave., Chicago

ished. No. 5230 is a 16x20-inch telephone stand in this series. No. 5236 is an office table 36x72 inches in size, while the last of the series, No. 5238, is a large table 42 inches wide by 96 inches long. The last five numbers of the series have two drawers and the next three numbers have one drawer each. In the small telephone stand there is no drawer. Each one of the nine different numbers is of different dimensions and the line is so extensive as to meet almost any requirements in plain office tables.

A Telephone Timing Device.

One of the new devices recently put on the market is the S. & R. Telephone Timer, manufactured by the Spears & Riddle Company of Wheeling, W. Va. This device consists of a series of five small Swiss sand glasses, bound and cushioned into a neat metal frame handsomely oxidized. The glasses are graduated in size so as to require one, two, three, four and five minutes for the sand to run from the upper to the lower bulbs. When one minute has elapsed glass No. 1 will have run out. No. 2 will be emptied at the end of two minutes,



S. & R. TELEPHONE TIMER.

No. 3 in three minutes, etc. When the last glass has been emptied the timer is inverted and the sand commences to run the other way.

This device will supply a useful help on long distance telephone charges and where such bills are a feature of expense to an office the device should prove to be very valuable. It is reasonable in price, accurate and cannot get out of order. The company named above will cheerfully give any further information to those who may be interested in this device.

A New Telephone Attachment.

The Phondate is the name of a new sanitary telephone attachment which is being marketed by the Hygienic Phondate Company, 513 Nasby building, Toledo, Ohio.

This device consists of 365 Daily Dated medicated sheets, packed in a handsome aluminum box, in regular order from January 1 to December 31; an adjustable ring to fit any telephone mouthpiece which, when once adjusted, requires no further attention; and a medicated tablet containing a powerful compound, with antiseptic qualities, but with a pleasant odor which treats the sheets continuously.

Phondate sheets never become obsolete, as they contain the month and day only. Sheets containing dates already past are transferred to the bottom of the box for use next year, making the supply good for one year from the date it is used.

Experiments are said to have proven that the presence of the Phondate im-

THE PHONDATE.

proves the sounding qualities of the telephone, furnishing an additional sounding board and keeping from the vibrating disc back of the mouthpiece a coating of dirt, the presence of which retards the transmission of sound.

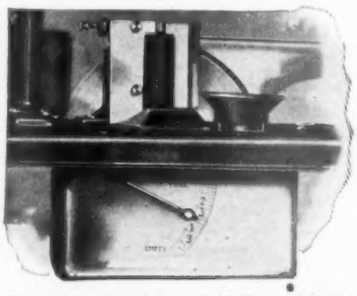
The correct date on the telephone proves its cleanliness, as a change must be made every day to provide the correct date.

The Anti-Tuberculosis Society and Municipal Health authorities have endorsed the Phondate.

This device is very reasonable in price and the company is desirous of hearing from those in a position to make it a part of their regular line.

A New Sealograph.

Saunders & Company of Kansas City have recently made several marked improvements in their Sealograph enveloping sealing machine. These new models embody a large number of striking improvements, especially upon the electric drive models. The base of these machines is now



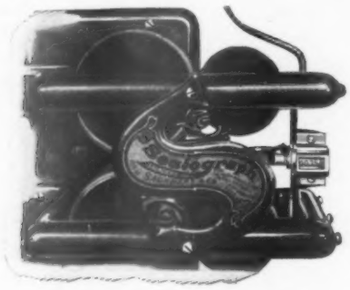
NEW SEALOGRAPH—PARTIAL VIEW.

made of pressed steel having a very high polish and beautifully finished. The driving mechanism consists of a single solid iron frame in which are mounted the shafts and gears which drive the working parts of the machine. This makes it impossible for a machine to get out of alignment. All of the gears are underneath the pressed steel

frame and no driving mechanism is visible. These machines are equipped with an aluminum water tank made of solid aluminum castings which can never rust or corrode. These tanks are furthermore provided with a water gauge indicating at all times the amount of water in the tank. The sealing rolls of the machines are made of metal with a thick covering of rubber.

The accessories consist of an automatic counter which can be attached to any model of the Sealograph and which counts and registers each envelope. Another accessory is the steel tubular stand and the improved stacking tray. This stand is so built that any model of the Sealograph can be mounted upon it whenever the user desires.

The Sealograph has been tested and adopted and is now in daily use by several departments of the United States government and by various state governments throughout the country, as well as by many of the most prominent concerns, such as



NEW SEALOGRAPH—DETAIL.

the Standard Oil Company, International Harvester Company, John Deere Plow Company, Packard Motor Company and others.

A Platen to Reduce Typewriter Expense.

It is a matter of common knowledge that a typewriter platen affects directly: the physical and nervous state of the typist, the amount of noise incident to typewriting, the speed of operation, the clearness and number of impressions, and the life of typewriter ribbons and carbon paper. With this in view the Hug Cushion Typewriter Roller Co., 403-494 First National Bank building, Chicago, has put on the market a new typewriter platen which, it is claimed, produces work from fifty to seventy-five per cent more efficient in all of the particulars mentioned above. In fact, with each roller which is sold the company gives the following guarantee: That, the sharp, metallic click of type upon hardened rubber is reduced to the dull thud made in striking on a sound-deadening surface, thus doing away with the nerve-racking effect on the typist; that much more work can be done on a machine in a given time because the resiliency of the roller throws the keys back quickly, and also because of the typist's improved physical and nervous condition; that the original impression and copies are exceptionally clear; and that as many as seven to ten clean, distinct carbon

No. 1093½

EVERY detail of B. L. Marble Office Chairs must be the best that can be supplied. That is the reason every revolving chair base is equipped with Genuine **Diamond Velvet Castors at no extra charge.**

This additional selling point will enable dealers to get even more business than they are already doing on this splendid line of Office Chairs.

With Diamond Velvet Castors, Wood Core Base, Ball-Bearing Pressed Steel Revolving Chair Iron, and Marble quality and workmanship throughout, no dealer can afford not to carry this **"PERFECT OFFICE CHAIR."**

300 DESIGNS

Send for Catalog

THE B. L. MARBLE CHAIR COMPANY

BEDFORD, OHIO

Leathry is the only red rope Folder now bought by the United States Government

IT PAYS

TO SELL

YOUR customers will appreciate your demonstrating the superiority of Leathry and it will pay you big to do so.

Leathry envelopes are pure red rope paper, are tough, like leather, and outwear all others. It pays to use them.

Made into Folders, Envelopes and Wallets. All sizes and to order.

Send for catalog and agency proposition.

Fred S. Lincoln, Inc.,

612 Twelfth Street, N. W. WASHINGTON, D. C.

copies can be made at one time, while a Hug Cushion Roller, built to specifications will permit the making of fourteen perfect copies. Not the least important feature is the company's guarantee that the use of its typewriter platen will effect a saving of from fifty to seventy-five per cent in typewriter ribbons and carbon paper.

NEW HUG TYPEWRITER PLATEN.

The new platen is the invention of Alexander G. Hug, a mechanical expert of twenty-eight years' experience in the type writer field. The company back of M. Hug has issued a catalogue which gives as the board of directors of the company the names of men prominent in the industrial and financial world.

The Hug Cushion Typewriter Roller is built on a solid wood core. Around this there is a thick layer of sponge-rubber filling, which is light in weight and gives the platen resiliency, thus reducing the noise of type-impact. Covering the whole is a rubber sheath specially vulcanized by a process giving a sufficiently hard, smooth surface, yet one which is said to withstand indefinitely the tendency to form indentations. The company guarantees that the Hug Cushion Typewriter Roller being used eight hours a day will last at least two years without becoming indented.

The company is furnishing prospectvie users with the names of several hundred well known firms which have been using the Hug Cushion Roller with very satisfactory results. Persons interested further may secure additional information from the Hug Cushion Typewriter Roller Co. at the address given above.

A New Fountain Pen Line.

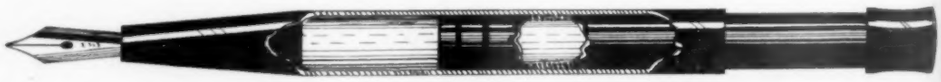
At the recent Chicago business show much interest attached to the new line of fountain pens and ink tablets made by the De Luxe Manufacturing Co., 433 South Dearborn street, Chicago.

The ink tablets are valuable wherever one uses ink—in fountain pen or ink-well. The fountain pens which the company manufactures may be filled by means of the De Luxe ink tablets, in one case by putting the tablet directly in the barrel of the pen and in the case of the self-filling pen by ink made from the tablets, or other ink if one desires. From these tablets one may in fifteen seconds with only cold water as a dissolving agent make any quantity of ink, of any color—clear, rich and remaining in perfect solution.

The two types of fountain pens manufactured by the company are illustrated herewith. One of these is the "Tab-Fil" pen into the barrel of which one need put only one tablet and some cold water to get a supply of ink. In the cap are kept a sufficient number of tablets to last months under ordinary usage.

The self-filling pen is a distinct type, as will be seen from the accompanying illustration. To fill the pen it is necessary only to place the point of the pen in ink, pull out a telescoping section of the barrel, set the pen upright, and return the barrel extension. This operation, which takes little more than a second, not only fills the pen but drives air from the reservoir and thus prevents the forcing out of ink and consequent soiling of whatever might be near. One of the most important features of this self-filler is the insulation air chamber around the rubber ink reservoir of the pen. This air chamber prevents external heat from expanding the contents of the reservoir, thus forcing the ink too rapidly from the pen when in use and causing it too "sweat" when not in use.

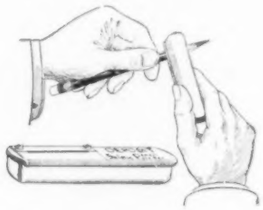
We have mentioned only the two general types of fountain pens made by the De Luxe Manufacturing Co. To persons who are further interested the company will be glad to give details as to almost 100 distinct styles in these types. The line, of course, includes mounted pens of all kinds, banded, filigreed, emblemed, etc.



DE LUXE SELF-FILLING PEN.

Unique Pencil Sharpener.

A novelty in pencil sharpeners which has recently been put upon the market is known as the Deposit Pencil Pointer. It is manufactured by the Searight Manufacturing Company of Detroit, Michigan. The Deposit Pencil Pointer is a small, neat, nickel-plated tool with a serviceable blade



DEPOSIT PENCIL POINTER.

which makes a good point. It is claimed that it sharpens pencils of any size or any kind of lead without breaking the point or soiling the hands. The device whittles with the grain of the wood and the shavings are deposited within the receptacle beneath the blade. The blade is made of fine tempered steel and is easily adjusted to make a heavy or light cut, as may be desired. This is a very popular school supply article, but it is said to be highly appreciated by business men, stenographers and others. The blade may be resharpened when it becomes dull.

Parcel Post Computing Scales.

The computing chart of the Dayton Automatic Parcel Post scale is of fanlike shape. The top of the chart, which is the outer arc shows pounds and ounces up to eleven pounds, the limit of weight under the parcel post law. The two sides of the chart show the zones, one local and eight other zones. The intersections of arcs and radii form squares containing amounts. A hair line indicator which moves across the scale from right to left shows the weight of a package to an ounce. In order to find the postage charge it is necessary only to have previously determined from the postal guide the zone to which the package is to be sent. The amount under the hairline opposite the zone number shown on the indicator arm represents the required postage.

THE "TAB-FIL" PEN.

This $35 American Adder

First Announced Last June, now in 10,000 Offices

Try It Ten Days

We are not here attempting to sell an Adding Machine. We are asking you merely to let our local dealer leave it ten days in your office.

Then refuse it or keep it.

Just see the machine and learn what it means to you. You owe that to yourself.

Here is a machine which has become a sensation. It adds, subtracts and multiplies.

It does the same work as $150 machines, yet it costs only $35.

No expert is needed. A child can operate. Any person with a little practice can compute a hundred figures a minute.

It is a portable Adder which can be placed close to your books and papers.

It is a desk Adder, enabling each user to have his individual machine.

This is the latest Adding Machine, built by men who know, and based on vast experience.

It is full size, rapid and competent. It is simple and infallible.

Each copied number can be read at a glance, and checked with the original before making additions. Mistakes can be made impossible.

Seven keys take the place of the many heretofore employed.

150 Per Day

This American Adder was first announced in June. In four months it has gone into 10,000 offices. Now our output of 150 Adders per day fails to keep up with demands for it.

Big offices use it to give each worker his own convenient Adder. Thus it often saves its price each month in the saving of time.

Small offices, stores and factories use it. It is going to thousands of places which never before used Adders. All because the price is low and because anyone can operate.

Any man who adds figures owes this help to himself. It saves mistakes, saves time, saves hard brain work. At $35 any office or shop can afford this modern necessity.

The evidence is that a million men will want this machine when they know it.

Make This Test

We have dealers in 600 cities. Send us this coupon, and a man will bring the machine to your office and show you how to use it.

He will leave it ten days. At the end of that time he will take it away if you can get along without it.

See how quickly it adds. See how it checks against errors. Learn for yourself how much it means as a saver of time and labor and mistakes.

This incurs no obligation. It involves no cost. Unless it will save its cost over and over we shall never ask you to keep it.

Please don't wait longer. This is something you need. Mail this coupon and judge it for yourself.

Size 8½ inches square. Weight, 17 pounds.

AMERICAN CAN COMPANY
1211 Monroe Building, CHICAGO, ILL.
☐ Send one American Adder on ten days' free trial.
☐ Simply Send Your Book.

American Can Company (Adding Machine Division,) 1211 Monroe Bldg., **Chicago**
Eastern Sales Dept. 441 West 14th Street, New York

New Globe-Wernicke Goods for Commercial Stationers

The No. 5 Perforator

This new style Perforator combines maximum quality with minimum price and is destined to be a popular seller.

Waste Paper Basket

A handsomely designed accessory to the modern office desk—a finishing touch to the finest business quarters. Sold at a price that will make it a business puller.

Bankers' Accessories

These devices have been especially made to meet the growing demand among banks, cashier departments, etc. Coin cups and trays, bill trays and cash drawers made in several styles. Hard wood, natural finish.

Globe Swinging Desk Shelf

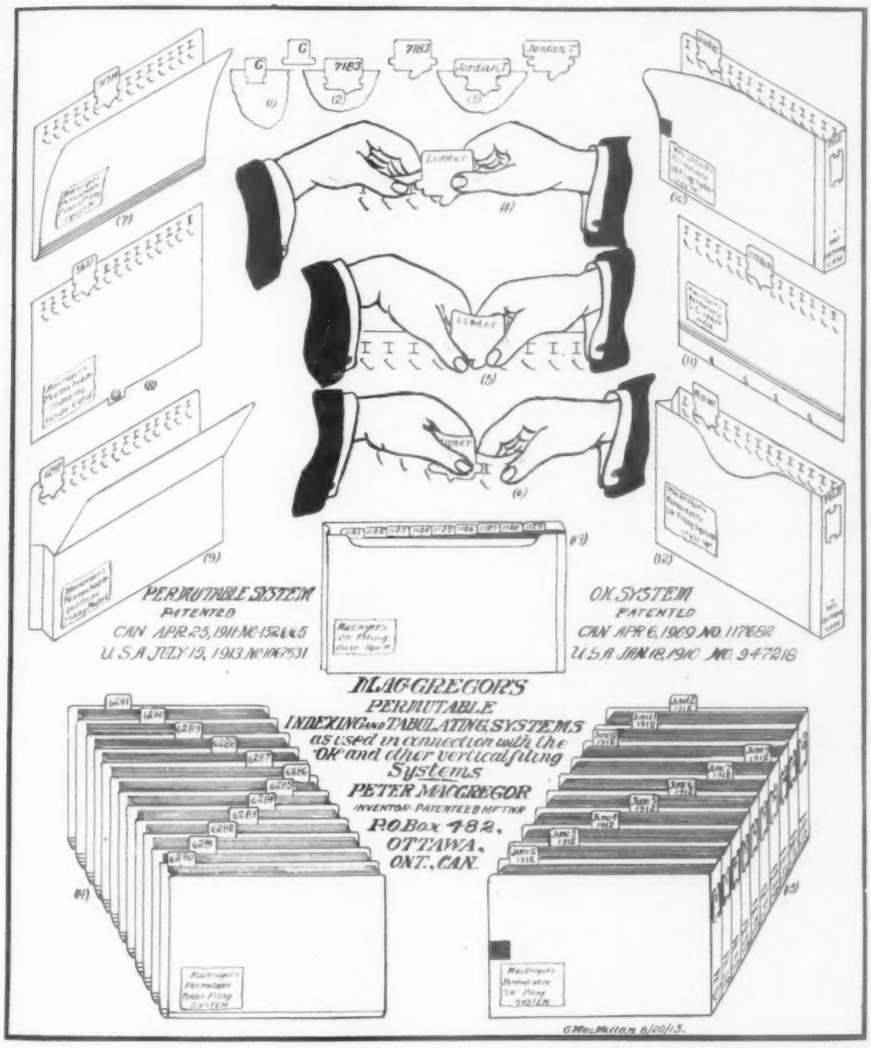
This article has been improved by the addition of a positive locking device that holds the shelf in any position. Can be used on either side of desk.

The Globe-Wernicke Co.

Manufacturers of Sectional Book Cases and Filing Cabinets, Globe Cabinet Safes, Stationers' Goods

Factory--Cincinnati

Our new No. 613 Catalog illustrates our extensive line of Stationers' Goods. If you have not received your copy, write for it to-day. Address Department T-1.



MEMORANDUM EXPLAINING SKETCH.—(1) No. 1 size tab, before and after being attached. (2) No. 2 size tab, before and after being attached. (3) No. 3 size tab, before and after being attached. (4) First position in attaching tab, inserting the left tongue into slit. (5) Second position, inserting the lower tongue into slit. (6) Third and last position, inserting the right tongue into slit. (7) Shows the folder with permutable slits and also tab attached. (8) Permutable system as applied to spacers. (9) Permutable system as applied to vertical pocket files. (10 and (12) Permutable system as applied to and used in connection with "MacGregor's Patent O. K. Files. (Note also the removable indexing tab on the end of the file.) (11) Permutable system as it could be applied to loose-leaf ledger sheets, etc. (13) Permutable folders or spacers as they are used in OK Filing Case. (14) and (15) Show Vertical Systems, composed of Permutable Folders, OK Files and Permutable Indexing Tabs.

A New Index System.

Peter MacGregor of Ottawa, Canada, has forwarded to Office Appliances some samples of his latest product, which was patented on July 15 in the United States and covers a Permutable Indexing and Tabulating System for vertical filing and other purposes. This system has been adopted by the Canadian government, there being about 500,000 of these in use in the different department at the present time. The system is very flexible and saves much time and labor, it is said. Office Appliances takes pleasure in presenting here a cut showing various features of this new system.

The folders used in ordinary vertical filing systems are provided with a series of slots which engage the indexing tabs. One or several tabs may be attached to a single folder, which makes it possible to operate more than one series of references to the contents of a set of files at once, and to alter these at any time with a minimum amount of trouble.

For example, indexes by number, date and subject-matter can be carried simultaneously, or files may be marked for special reference or divided among the office staff very simply and quickly. Many other uses readily suggest themselves.

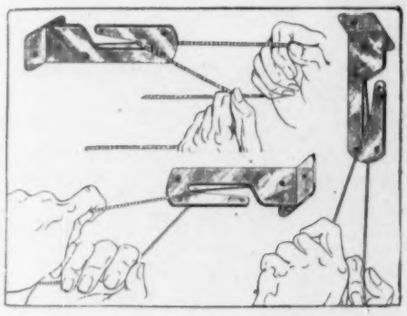
The principal features of the tabs for indexing are: They can be easily and quickly attached; can be readily removed when required; they cannot fall out accidentally, as they firmly interlock with the slits on the folder, spacer, pocket or whatever applied to. The tongue on the lower portion of the tab keeps the tab flat and secure, also preventing the papers from catching and tearing when removing them from the case; they can be made in all colors suitable for signal indexing, etc. Numbers, writing or printing can be made large and distinct as the full face of the tab can be utilized. The tabs being flexible they can be readily filled out on a typewriter. One to thirteen divisions may be arranged on the standard sizes for foolscap, or any other combination may be worked out to suit the requirements of the user.

The entire system is interchangeable and universal. Folders, pockets or spacers may be used individually or in conjunction with each other. The tabs at present in use have been made from Index Bristol and have given entire satisfaction. They can also be made from other suitable materials such as celluloid, resilient metal, etc. They can be manufactured at a very low cost. They are strong, light and add very little in thickness to the folder, sheet or whatever used on.

This system has been thoroughly tested and tried out and has proved itself to be most satisfactory. It has been adopted by some of the largest departments of the Dominion Government for their record rooms, as well as business houses, lawyers and other offices.

Handy Cord Cutter.

The Victor M. Grab Company of Chicago has recently put on the market a cord cutter of ingenious and practical design. This little cutter may be screwed to the table or to the edge of a shelf, counter or bench and is always in place and secure. To cut cord, simply loop the twine over the blade and give a slight pull. The cutter is so designed that it cannot injure the fingers and will cut the cord instantly and easily. This handy device retails for a very small price and is a neat and practical specialty for dealers.



GRAB'S HANDY CORD CUTTER.

It is not enough to "strike while the iron is hot," but it should be heated with the force and enthusiasm of your blows.

Exercise conscience and common sense if you would know whether or not you are on the wrong track.

For every coin-paying and change-making transaction

Involved in the daily routine of financial and commercial institutions, there is one of the more than 60 models of the

BRANDT AUTOMATIC CASHIER

that can be immediately applied to the distinct advantage of everyone concerned. Here is a modern business-tool that will save the time, and promote the working interests and value of every cashier, teller, paymaster, and public treasurer who adopts it as a working aid.

The Brandt automatically computes, pays and makes change instantly and with unerring accuracy in any transaction involving the use of gold, silver or copper coins, whether new or worn. User simply presses one key and the exact amount in the fewest number of coins is instantly ejected, no wait—no worry—no mistakes.

There are many features about this marvelous machine which commend it to the business eye and judgment of men who play the game to win every possible advantage.

Descriptive matter and full information will be supplied promptly. More than 8,000 owners and users indorse the Brandt in highest terms.

BRANDT CASHIER CO., 727 S. Dearborn St., Chicago, Ill.

Roco

ENVELOPE SEALER

(NEW MODEL)

Will seal at the rate of one a second. The moisture is always ready and will last for weeks without refilling the tank.

WE MAKE THIS EXTRAORDINARY TRIAL OFFER

We will send a sample machine to any responsible dealer in the United States for 30 days examination. Take it out--show it to your customers and if you can not get orders return it. Like the man from Missouri just say "show me," and the machine will come by parcel post.

The operation of the sealer is simplicity itself. Just slide the envelope over the top with a forward motion. The flap enters the slot, is moistened by a wick, turned back and the pressure of the hand seals it securely.

RETAIL PRICE $10.00

G. E. STIMPSON CO. :: Worcester, Mass.

A NEW METHOD OF SEALING PACKAGES

"Chicago" Gummed Sealing Tape is the quickest, cheapest and most effective method of sealing packages known. Our sealing tape prevents waste and insures against loss of goods by theft.

——"CHICAGO" TAPE——

Used by everybody—everywhere—
Sold only by Chicago Gum Tape Co.

Your advertisement or trade-mark printed on each strip at small extra cost.

DEALERS: We have an attractive proposition to offer. Write for further information.

Chicago Gum Tape Co.

365 East Illinois St., - Chicago

Retail Price, $5.00

An Automatic Eyelet Machine.

The Engel Automatic Eyelet Machine, distributed by the Tower Manufacturing and Novelty Company of New York, is one of the most powerful and successful machines on the market for inserting eyelets in papers, etc.

Owing to the strong construction of the Engel eyelet, it was found in operation that the machine was far more powerful than was supposed at the time the "instruction tags" which go with the machine were printed, for without effort this machine will insert the eyelet through upwards of forty sheets of average paper with one stroke of the handle. It will easily attach two thicknesses of ordinary pasteboard, and will as readily insert the eyelet through leather up to the capacity of the eyelet. Oil cloth, cloth samples and such products can be handled by the machine with the greatest ease and precision, for the cam construction of the handle, with a moderate pressure, gives great power to the punch member.

ENGEL AUTOMATIC EYELET MACHINE.

Because of the unique construction of the Engel eyeleting machine it is not necessary to attach it to a table or desk.

When the eyelet strip is inserted in the rear of the machine it is lost to view entirely, and cannot be reached to be bent or twisted. Once the eyelet pack is inserted the strip automatically feeds into position, as the strip is used, leaving nothing to be done but to insert the papers between the jaws and press the handle once.

The machine is provided with a simple and effective gauge, which will prove useful to the law or commercial office, where it is of importance to insert the eyelet at a given distance from the edge of the papers.

You must have the courage of your conviction, and if you have theories, you should be able to put them to a practical test.

There is nothing in Goodrich Advertising That isn't in Goodrich Goods

Typewriters last longer if Goodrich Platens are used

When you stop to consider that in the average day's work the keys of the typewriter pound against the platen from 100,000 to 200,000 times, you can readily appreciate that it makes a big difference whether the platen is resilient and cushiony or whether it is hard and unyielding.

GOODRICH
Typewriter Platens

perform a double service. Not only do they provide a perfect backing for the type, and produce clear impressions, but they save much wear and tear on the machine itself.

New, live, resilient rubber is so compounded as to combine just the right elasticity with toughness and wear-resisting quality.

TRADE MARK

The B. F. Goodrich Company

Makers of Goodrich Tires and Everything that's best in rubber

Factories AKRON, O. Branches in all Principal Cities

THE "BEAUMEL" SAFETY FOUNTAIN PEN

NO BETTER PEN MADE

The principle is that of an absolute Safety Fountain Pen. When cap is screwed on barrel, it cannot leak as, it is hermetically sealed.

The gold nib, when not in use, is retained in the ink which is in the barrel. The pen, being moist, is always

(OPEN)

ready to write at the very first stroke, and being fitted with the "Rival" Feed will continue writing, without overflow, until the last drop of ink has been consumed.

(CLOSED)

No such high-grade pen incorporating these working principles has ever been sold before at prices we can quote.

Catalog Illustrating our full line and giving Prices and Discounts will be sent to Dealers on Request. WE GUARANTEE EVERY PEN. FOREIGN AGENTS WANTED.

D. W. BEAUMEL & CO., Inc. Office and Factory, 35 Ann St., NEW YORK

REGISTERED U.S. PAT. OFFICE

The *only* Dictaphone is

THE DICTAPHONE
(REGISTERED)

Dictaphone—our trade-name.
"Man At The Desk"—our trade-mark:—
Never one without the other.

Reg. U.S. Pat. Off.

The Dictaphone is the ideal means of direct *typewritten* communication, just as the telephone is the ideal means of direct *oral* communication.

You will see the Dictaphone at the business show. But that isn't the best place. What you want is to have the Dictaphone demonstrated in *your own office* on *your own work.*

Reach for your telephone and call up "The Dictaphone." If you don't find that name in the book, write to

THE DICTAPHONE, 103 Woolworth Building, New York

(Columbia Graphophone Company, Sole Distributors)

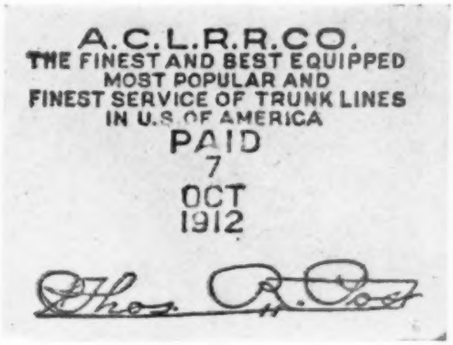
Atlanta, Baltimore, Birmingham, Boston, Buffalo, Chicago, Cincinnati, Cleveland, Dallas, Denver, Detroit, Indianapolis, Kansas City, Lincoln, Los Angeles, Louisville, Minneapolis, Montreal, New Haven, New Orleans, New York, Philadelphia, Pittsburgh, Portland, Me., Portland, Ore., Providence, Rochester, San Francisco, Seattle, Spokane, Springfield, St. Louis, St. Paul, Terre Haute, Toledo, Vancouver, Washington, Winnipeg. Canadian Headquarters, 52 Adelaide St., W. Toronto.

"YOUR DAY'S WORK"—A book we should like to send you.
"DICTAPHONE DOLLARS"—A free book for prospective dealers.

An Autograph and Die Dater-Stamp.

The Post Dater-Stamp is the name of a clever machine which has only recently been offered to the business world. It is being marketed by the Post Dater-Stamp Company Sales Agency, whose advertisement on page 129 gives an illustration of the machine and some facts concerning it.

The Post Dater-Stamp establishes the identity of its user by recording his or her signature, this being accomplished by a detachable and interchangeable autograph—an exact duplicate of the user's signature—which can be inserted or detached in a second. This records responsibility. Security is assured in the handling of drafts, checks, waybills, bill-of-lading, warehouse and other mercantile receipts, approved items, claims and other papers, paying out and receipting for funds, selling and validating tickets; is of service in a checking or auditing system and other numerous transactions. It identifies the user, the individual, in the transac-



THE POST DATER STAMP.

tion. The detachable autograph enables one or more persons—each having his or her signature, which can be exchanged in and out of the machine in a second—to use the Post Dater-Stamp. This autograph can be carried on its owner's key ring.

The die, which records the name of the company, corporation or firm or any other record desired, is interchangeable and detachable (it is not screwed or attached in any way to the stamp) which, to change dies, permits its removal or insertion in a second.

There is a wheel, known as the "utility" wheel, which records eight different "commercial" expressions of daily use, namely: "Paid," "Prepaid," "Received," "Shipped," "Delivered," "Mailed," "Collect" and "O. K." This wheel is controlled by a disc or guide-wheel from the outside of the machine, which enables the user to make any change in a second. For commercial purposes this "utility" wheel is indispensable. To receipt the word "paid" is turned to the top on line with the die—the guide wheel controls; for approving papers, etc., the term "O. K." is ready for use; in combination with the die, dates, etc., papers "Received" are so recorded, etc. This wheel also carries a "blank" for use when none of the above expressions are desired. To prevent slipping or jumping while the machine

AGENTS: Here is a dignified proposition. You do business with the best class of people. You are marketing the finest class of goods. The sale of this article itself is a public benefaction and means big profits to you. A unique electrical device that cuts the cost of lighting in half; saves the eyes; gives comfort and convenience. Sold wherever there is electricity; in home office, store, factory; large towns and small towns; hotels and hospitals. Weighs one pound. Our sales-driving samples get the business. No previous experience necessary. Every one of our agents is given a general course in salesmanship, instructed carefully and given full details of many selling plans. A clean money-making proposition for energetic men. If you belong to this class, write for further particulars. It takes very little effort to drop us a line and our proposition will surely interest you. Write today to THE HANDY LIGHT CO., 1888 Handy Light Block, Cincinnati, Ohio.

A Practical Eyelet Machine Has Long Been in Demand.
WE NOW HAVE IT

THE ENGEL
AUTOMATIC EYELET MACHINE

DOES ALL IN ONE OPERATION.
The Only Machine That Uses Eyelets in Strips.
All Former Eyelet Machines
Only Compare With It In Price.

WHY?

Because the ENGEL Machine automatically inserts the eyelet instead of the operator having to insert the single eyelet each time by hand, and the ENGEL does all in one stroke of the lever instead of two strokes.

THE ENGEL EYELET MACHINE

is the most compact and practical eyelet machine ever put on the market, is portable, attractive and the most powerful machine of its kind, easily inserting the eyelet in as many as 40 sheets of paper, and also is practical for inserting eyelets in leather, cloth, cardboard, etc.

TRADE MARK REG. IN U. S. PAT. OFF. T N. Y.

Tower Manufacturing & Novelty Co.
Largest Wholesale Stationers in the World
326-8-30 Broadway New York City, U. S. A.

TRADE MARK REG. IN U. S. PAT. OFF. T N. Y.

LOOSE I-P LEAF

The I-P Ledger
A Marked Improvement in Ledger Binders

The Elimination of the Winding and Unwinding Mechanism

The introduction of this Ledger has proven to be an event of great moment to the Stationery World.

BECAUSE
it is Unique in Construction, Operation and Mechanical Principle

In Construction—The entire frame, as well as all parts, are spot welded by electricity. Even the posts are welded to the frame and cannot be torn loose. It has no Screws, Rivets, Ratchets, Pawls or Screw Rods. The I-P Ledger frame is the most rigid ever constructed.

In Operation—Semi-automatic—one turn of the flat key expands the mechanism 100%, yet there are no Springs in the expanding mechanism. A light push on the top cover closes and locks the binder. As no Springs are used for expanding there is no resistance. The covers slip together easily and noiselessly and stay where put.

In Mechanical Principle—Unique, because it uses nothing ever used before in Ledger Binders. The Lock is the famous I-P Roller Clutch, which has been thoroughly tested in other I-P devices. It develops binding power as requirements demand.

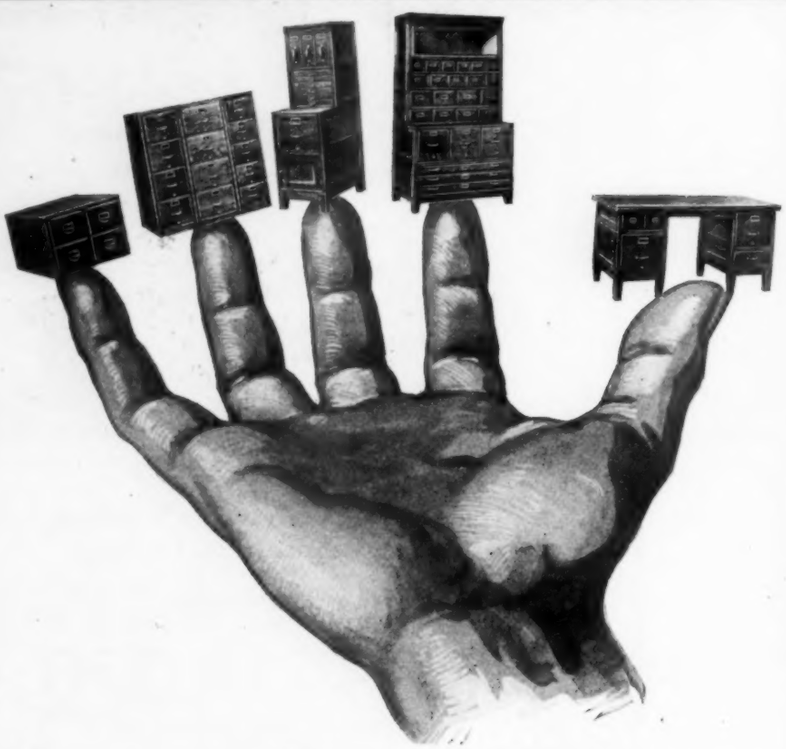
Every I-P Ledger is equipped with a Cylinder Lock. This is a real lock, not a winding attachment.

Send for Catalog No. 70 for full description and other illustrations of this interesting device.

Every I-P Book is sold under our unlimited guarantee.

Order a sample outfit and be prepared for the fall demand.

IRVING-PITT MFG. CO.
KANSAS CITY, MISSOURI
NEW YORK BRANCH 54-56 FRANKLIN ST. CHICAGO BRANCH 24-26 SOUTH CLARK ST.



Browne-Morse Cabinets

Help Your Business Grow—and Grow With It

There are several vital reasons why Browne-Morse filing equipment is used by so many rapidly growing businesses:

1. Browne-Morse equipment is exactly adapted to the present requirements of any business. You do not have to cripple your resources by buying now for anticipated future needs. You buy now only what you have use for.

2. Browne-Morse equipment is a stimulus to a business. It helps to systematize it, to relieve it of the strain of petty details, to release its energy for development work.

3. Browne-Morse equipment keeps pace with the growth of a business. No matter how a business develops or in what direction, the Browne-Morse line always fulfils its requirements. The line is complete in every respect.

4. The Browne-Morse Company knows the needs of growing businesses, for their own has grown wonderfully. Their sales doubled every year during the past four years.

DEALERS GROW—TOO

It cannot be a mere coincidence that nearly every dealer who handles the Brown-Morse line has prospered. We can explain it only by supposing that shrewd, far-seeing dealers recognize the value of carrying a line that is complete, that represents the highest quality, that gives utmost satisfaction. For such wise dealers cannot fail to prosper.

Are you alive to an opportunity?

Browne-Morse Company

110 McKinney Avenue **Muskegon, Michigan**

Branches

82-84 Fulton Street, New York City
109 N. Frederick Street, Baltimore
432-436 Broadway, Milwaukee
312 N. Broadway, St. Louis
85-89 Portland St., Boston
61 Post Street, San Francisco
707 Arch Street, Philadelphia
Cor. 11th and F Sts., Washington
82-84 E. Randolph St., Chicago

Export Distributors

B. Souto Co., 108 Greenwich St., New York City

is being used the "utility" wheel has an individual lock.

The stamp also records the day, month and year. These are on separate wheels and each can be changed in a second from the outside by discs or guide-wheels, on which appear corresponding dates. The life of the year wheel is nine years—1913-1921. The changing of all of the dates from the outside of the machine is said to save time, prevent the soiling of fingers and papers, and is accomplished without delay. Each wheel has an individual lock, which prevents slipping or jumping out of place while the machine is being used.

The records are made by an endless ribbon, which prevents unwinding and dropping on desk. Each movement of the hammer moves the ribbon, thereby presenting a fresh surface, to make a clear and distinct record.

The ribbon is reinked by a self-inking attachment, which insures a clear record and lengthens the life of the ribbon. This attachment is regulated from the outside of the machine, and enables the user to reink the ribbon when necessary

BLOCH VISITS GOTHAM.

Dave E. Bloch, advertising manager of the Globe-Wernicke Company, recently paid his third visit to New York for the summer. He went there to co-operate with the Federal Advertising Agency in planning a Globe-Wernicke advertising and selling campaign for the coming season and to prepare advertisements, booklets, circulars, dealers' helps, etc. These visits to New York will prove to be of great assistance to Globe-Wernicke agents and are in line with the Globe-Wernicke policy of co-operation with the dealers to the fullest extent.

A CONVENIENT HOTEL.

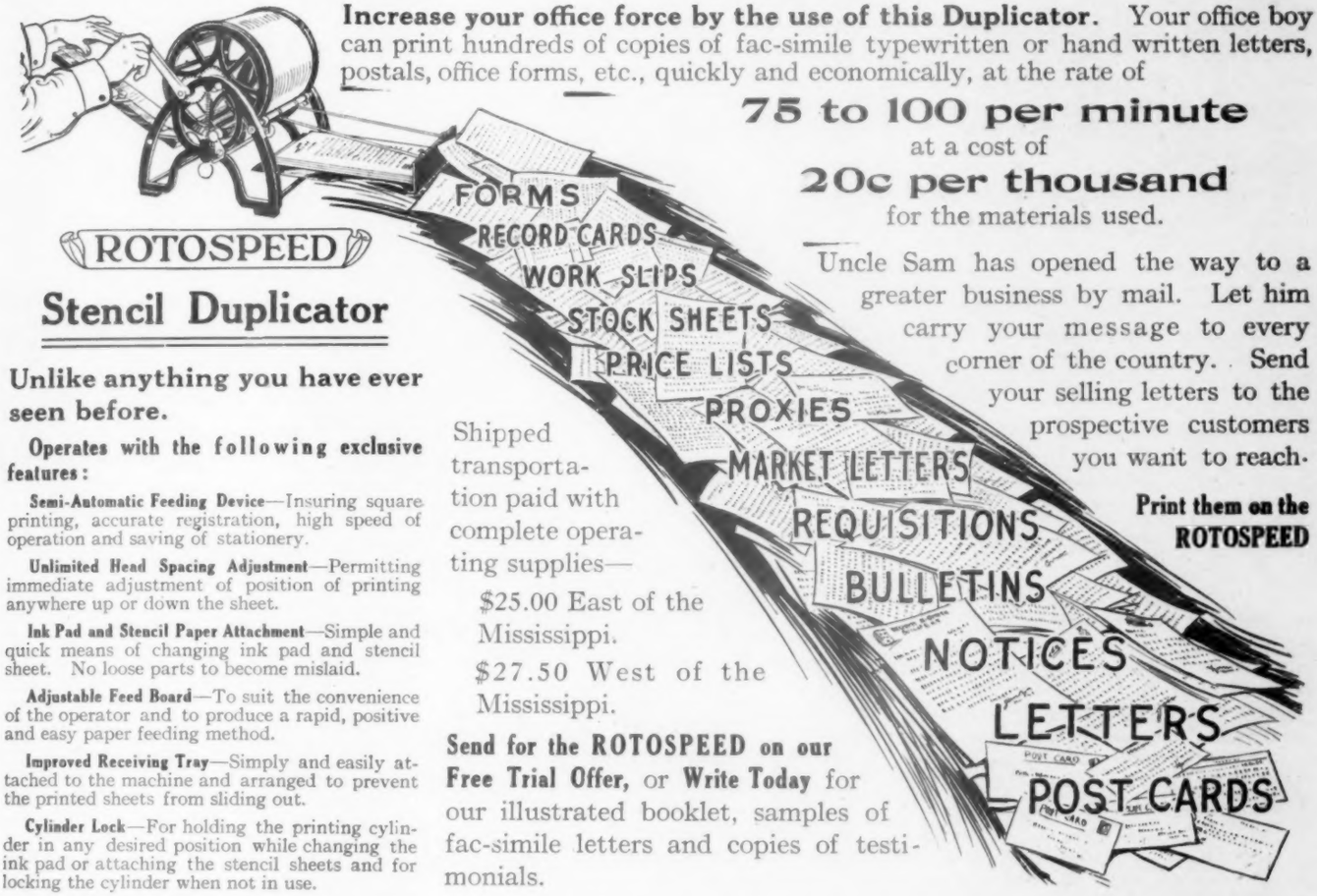
The headquarters hotel of the New York Business Show is the Prince George, situated at Fifth avenue and Twenty-eighth street. It contains 600 rooms and is one of the best appointed houses in the United States. Every room is equipped with bath and shower. The cuisine, too, leaves nothing to be desired.

The Prince George hotel is under the management of George H. Newton, an experienced hotel man, formerly of the Fifth Avenue hotel, who is known to thousands for his courtesy and his ability to make every one comfortable.

The Imperial Methods Company of Chicago has recently issued a very attractive 64-page catalogue of its filing cabinets and filing cabinet supplies. The new catalogue is richly illustrated with half-tone cuts and line drawings. Prices and descriptive matter accompany each illustration, the prices quoted having gone into effect on October 1.

If you are right you can prove it; if you can't prove it the chances are you are not right.

A Machine of Exceptional Utility



Increase your office force by the use of this Duplicator. Your office boy can print hundreds of copies of fac-simile typewritten or hand written letters, postals, office forms, etc., quickly and economically, at the rate of

75 to 100 per minute

at a cost of

20c per thousand

for the materials used.

Uncle Sam has opened the way to a greater business by mail. Let him carry your message to every corner of the country. Send your selling letters to the prospective customers you want to reach.

Print them on the ROTOSPEED

ROTOSPEED

Stencil Duplicator

Unlike anything you have ever seen before.

Operates with the following exclusive features:

Semi-Automatic Feeding Device—Insuring square printing, accurate registration, high speed of operation and saving of stationery.

Unlimited Head Spacing Adjustment—Permitting immediate adjustment of position of printing anywhere up or down the sheet.

Ink Pad and Stencil Paper Attachment—Simple and quick means of changing ink pad and stencil sheet. No loose parts to become mislaid.

Adjustable Feed Board—To suit the convenience of the operator and to produce a rapid, positive and easy paper feeding method.

Improved Receiving Tray—Simply and easily attached to the machine and arranged to prevent the printed sheets from sliding out.

Cylinder Lock—For holding the printing cylinder in any desired position while changing the ink pad or attaching the stencil sheets and for locking the cylinder when not in use.

Printing Cylinder—Made of non-corroding metal with large opening permitting easy access for cleaning and applying ink. Large enough to print copy 8½x16 inches.

A Remarkable Machine at a Remarkable Price.

Shipped transportation paid with complete operating supplies—

$25.00 East of the Mississippi.

$27.50 West of the Mississippi.

Send for the ROTOSPEED on our Free Trial Offer, or **Write Today** for our illustrated booklet, samples of fac-simile letters and copies of testimonials.

THE ROTOSPEED COMPANY

521 West Fifth St. **Dayton, Ohio**

Eighty inches cutting edge

—insuring maximum service at minimum cost

Range of points from blunt to fine

a matter of prime importance

DUPLEX, retail price, $6.00

Twin Cutters Eliminate Strain on Lead in Sharpening Operation.

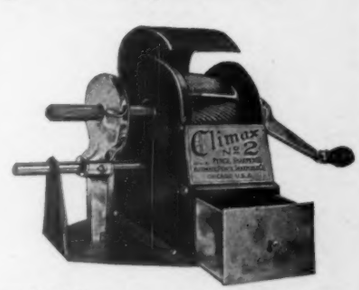
CLIMAX No. 2—The ideal sharpener, the only automatic feed, twin cutter pencil sharpener made.

DUPLEX—The only hand fed sharpener made with self centering chuck—this insures perfect centering of pencil.

Maintained Retail Price. **Liberal Dealer's Discounts.**

AUTOMATIC PENCIL SHARPENER CO.

440 ATLAS BLOCK, CHICAGO



CLIMAX No. 2, retail price, $7.50

TRADE PRESS CONVENTION.

The Federation of Trade Press Associations held its annual convention at the Hotel Astor in New York City September 18, 19 and 20. This convention was a remarkable gathering of men, and the program was in every way worthy of the audience. This was one of the best conventions ever held by a trade organization, and in interest and practical value, overtopped the previous convention of this Federation. The program was remarkable both for the subjects handled and for the ability and fairness which characterized their treatment and the interest with which different ideas and suggestions were discussed by the regular speakers and the delegates. Publishers, editors, advertising managers, subscription managers, readers and advertisers themselves all contributed their ideas for the general good of the trade and technical press.

The convention opened Thursday morning, September 18, with an unusually large attendance and immediately started out to carry through its program as scheduled.

The address of the president, H. M. Swetland, showed that there are seven hundred and fifteen class, technical and trade journals in America, of which two hundred and thirty-six are included in the membership of the Federation of Trade Press Associations. The amount of money invested in such publications is estimated at fifty millions of dollars, the Federation membership alone representing an investment of not less than thirty-five millions of dollars.

At noon the delegates were taken by automobile busses to the Thirty-ninth Street Publishers' Building, where a large reception room had been provided and a fine luncheon was served. Following this the delegates were taken through the building, the trip being interesting and instructive. In the afternoon there was an editorial symposium led by A. I. Findley, editor of "The Iron Age," and a circulation symposium led by M. C. Robbins of the David Williams Company.

On Friday morning an advertising symposium was led by Hugh M. Wilson, of the McGraw Publishing Company, and was followed by a big business meeting, H. M. Swetland presiding, during which the heads of several large business publications told the inside stories of their success. Friday afternoon witnessed a mass meeting and the delivery of inspirational addresses. The most important act at this session and of the entire convention was the adoption of a Declaration of Principles as follows:

1. We believe the basic principle on which every trade paper should build is service—service to readers and service to advertisers, in a way to promote the welfare of the general public.

2. We believe in truth as applied to the editorial, news and advertising columns.

3. We believe in the utmost frankness regarding circulation.

4. We believe the highest efficiency of the business press of America can be secured through circulation of quality rather than of quantity—that character, and not mere numbers, should be the criterion by which the value of a publication should be judged.

5. We believe in co-operation with all those movements in the advertising, printing, publishing and merchandising fields which make for business and social betterment.

6. We believe that the best interests of manufacturers, the business press and consumers can be advanced through a greater interchange of facts regarding merchandise and merchandizing and to this end invite co-operation by manufacturers and consumers.

7. We believe that the logical medium to carry the message of the manufacture directly to the distributor and the user is the business press.

8. We believe that while many advertising campaigns may profitably employ newspapers, magazines, outdoor display, etc., no well-rounded campaign seeking to interest the consumer or user is complete without the business press.

9. We believe in co-operating with all interests which are engaged in creative advertising work.

10. We believe that business papers can best serve their trades, industries or professions by being leaders of thought; by keeping their editorial columns independent of the counting-room, unbiased and unafraid; by keeping their news columns free from paid reading notices and puffery of all kinds; by refusing to print any advertisement which is misleading or which does not measure up to the highest standards of business integrity.

The annual banquet was held Friday evening in the north ballroom of the Hotel Astor, at which toasts were responded to by William A. Marble, president Merchants' Association of New York; the Honorable Charles F. Moore; Dr. N. M. Waters, of the Tompkins Avenue Congregational Church, Brooklyn; Doctor Talcott Williams, director the School of Journalism, Columbia University; Tom Daly, of Philadelphia, and others. John Clyde Oswald presided.

A pleasant incident at the banquet was the presentation on behalf of the members of the Federation to William H. Ukers, chairman of the arrangement committee, of a silver service. The various trade press men, appreciating to a high degree Mr. Ukers' services, applauded him to the echo. Mr. Ukers in splendid style responded and paid tribute to the great work of President Swetland and the efficient manner in which the various committeemen assisted to make the affair the success it was. The name of President Swetland was heartily applauded.

The Publishers' Symposium took place Saturday morning and was led by E. R. Shaw, of the Practical Engineer, Chicago. The following officers were elected:

President, F. D. Porter, the National Builder, Chicago.

Vice-Presisdent, John Clyde Oswald, The American Printer, New York.

Secretary-Treasurer, Elbert E. Haight, Motor Age, Chicago.

A feature of the convention was an exhibit of successful class, technical and trade paper advertising campaigns in charge of Mason Britton.

The Federation of Trade Press Associations in the United States is an organization of local trade paper associations in the leading cities. It includes the New York Trade Press Association with seventy-seven members, the Chicago Trade Press Association with eighty-nine members, the Philadelphia Trade Press Association with fourteen members, the St. Louis-Southwestern Trade Press Association with fourteen members, and thirty papers unaffiliated with local associations. The Federation was organized at Niagara Falls in 1906.

The Federation will probably meet next year in Chicago.

One of the Youngest Typewriter Operators in the West.

Miss Elizabeth Marie Binder, 5 years old, Daughter of Geo. Binder, Jr., Royal Typewriter Dealer, Burlington, Iowa.

He Was "Fired" Because—

¶He always came to the office a few minutes late; he always left a few minutes early.

¶He gave his first attention to the friend who called him up by telephone; the business of the firm was made a secondary matter.

¶He took every opportunity to steal a few minutes of his employer's time; it did not occur to him that he had sold his services, and that his time was not his own.

¶He always worked leisurely; if there happened to be a special rush, it was no concern of his.

¶He did not try to learn the "ins and outs" of the business; he considered that he was hired to do a certain amount of clerical work, and not to fit himself for a more responsible place in the office.

¶He never tried to earn more than he was being paid for; he was always howling, however, because he did not get paid for more than he was earning.

¶He smoked, drank, played cards, danced, and stayed up late at night; he considered that it was none of his employer's business whether he was in physical condition to do a day's work or not.

¶He never said a good word for the business or for the firm outside of office hours; he thought he was not hired as advertising agent.

¶He never hesitated to permit his personal affairs to interfere with his business duties; it was his policy to get as much as possible and give as little as possible.

¶He never failed to credit himself with being the mainstay of the business; he forgot that everything went on right merrily before he identified himself with the concern.

¶He wondered why he was "let out" at the earliest opportunity; he is now wondering why everybody else is able to secure employment and no one seems to want him.

—By B. F. Williams in the Stenotypist.

The Inner CIRCLE of the Great Order of Office Appliances

¶ Robert Keller, head of the Robert Keller Ink Company, is a native of Switzerland but has lived in Detroit, Michigan, for many years. As is well known to the trade, he has developed an excellent business in the line of Keller inks, mucilage, photo office paste, sealing wax, etc. Mr. Keller was trained in early life as a chemist and from that field graduated into his present line of industry.

* * *

¶ Herbert Malott, secretary and treasurer of the Detroit Show Case Company, is one of the myriad successful Canadians in the United States. He is a native of Kingsville, Ontario. Malott has been for twenty-four years in the show case manufacturing business—ever since he located in Detroit. His company has furnished quite a number of stationery stores with the very latest equipment in show cases. One of Mr. Malott's hobbies is gardening. He has a summer home in his native village which is only two hours' auto ride from Detroit, and friend Malott talks with considerable pride of his "garden truck."

* * *

¶ W. Miller-Jones, export manager for Eberhard Faber, is a linguist of ability and is one of the best known men among stationers throughout the world. He has traveled in nearly all parts of the globe and is in great demand as an after-dinner speaker. He has many humorous stories told from all parts of the world and his experiences as a traveler and observer have made his after-dinner talks most delightful.

* * *

¶ J. C. Moon, president Moon-Hopkins Billing Machine Company, St. Louis, Mo., is also president of the Landis Machine Company, manufacturers of harness and shoe machinery, the Moon Brothers' Carriage Company, both companies of St. Louis, Mo., and of the Mutual Wheel Company of Moline, Ill. About thirty years ago Mr. Moon with his brother started the Moon Brothers' Carriage Company with a small capital. The result to date is seen in the substantial interests above mentioned, of which Mr. Moon is the head.

* * *

¶Charles R. Palmer, proprietor of the U. S. Typewriter Ribbon Manufacturing Company of Philadelphia, is an ardent follower of out-door sports. He loves fishing and is one of the most successful hunters of big game. His home is filled with trophies of the chase which remind him of the happy days spent in forests and beside streams.

* * *

¶C. M. Turton, well known from his connection with Turton's Spring-Cushion Typewriter Feet and Drop-Lock Desk attachments, is by profession a mining man. Mr. Turton has a paying mine in southern California which he owns himself. He declares that he will never sell stock in a mining proposition, but that he proposes to carry on his business in a business way and win or lose by what he can take out of the ground. Mr. Turton, by the way, has recently sold out his office appliances devices and intends to devote his entire time to his mining interests.

* * *

¶W. F. Sroufe, Chicago district manager for the Stenotype Company, is a typewriter man of quite a number of years' experience. He cannot be called an old typewriter man because he is not yet old, but he knows the typewriter game thoroughly, having started in it as a youth way back when there were not so many machines on the market as there are now. Sroufe is an enthusiast of the Stenotype proposition and is making good in the Chicago territory.

THE CHICAGO BUSINESS SHOW

BUSINESS SHOW AND EFFICIENCY EXHIBITION SCORES SUCCESS.

EXTERIOR OF THE COLISEUM DURING THE SHOW.

A LARGE ATTENDANCE OF BUSINESS MEN GIVES SATISFACTION TO EXHIBITORS.

THE Chicago Business Show which was held at the Coliseum September 8 to 13, inclusive, was admitted to be one of the most successful events of the kind ever given in Chicago. The attendance at the show was very large, especially during Wednesday, Thursday, Friday and Saturday afternoons and evenings, and was chiefly composed of business men, dealers and professional men and women who came to the show to post themselves on the most up-to-date labor saving devices. Many gratifying sales were recorded by exhibitors at the show and every exhibitor apparently was well pleased with the business done and with the prospects for new business secured at this show.

The Coliseum was beautifully laid out and presented a brilliant spectacle with its uniform booth decorations and its myriad of electric lights. At the right of the main entrance was the tasteful and interesting exhibit of the Underwood Typewriter Company, showing Underwood typewriters, Underwood duplicators and calculating machines. At the south end of the Coliseum, taking the entire end of the structure, was the display of the National Cash Register Company, which also occupied the Coliseum Annex for its illustrated lectures upon the cash register factory in the various processes of manufacturing cash registers. The north end of the structure was taken by an automobile company exhibiting a handsome line of electric vehicles in various styles, with their accessories.

The remarkable exhibit of the Burroughs Adding Machine Company was at the left of the main entrance as one passed through into the building.

None of the exhibits was of a trifling or inconsequential character. Each one was identified with office equipment business and every demonstrator present apparently was there to do business and sell goods.

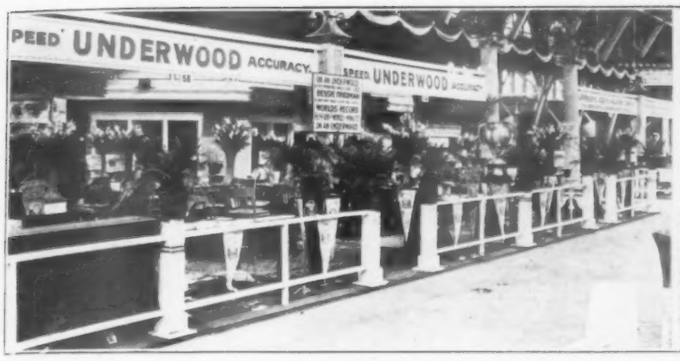
* * *

Get Together Meeting.

On Saturday, September 6, the last working day before the business show opened, a Get Together meeting was held in the Annex Concert Hall at the Coliseum. The meeting was presided over by Frank E. Tupper, of the Business Show Company, who gave an opening address of an inspirational character. He said that the promoters of the show had done their work in financing it and putting it on and that it is now up to the exhibitors to make it interesting to the business public. The speaker discussed past business shows and pointed out what he regarded as a few errors in previous exhibitions of this kind. He asked for the co-operation of all the exhibitors and requested that they make the business show a place of business strictly for business as much as they would their offices, and avoid anything that would savor of an inadequate appreciation of the importance of the opportunity presented by the business show. The company in its work of putting on the exhibition had got together only those exhibitors whose lines have to do with important business interests. There was nothing at the show of a fake character and nothing would be exhibited that is not straight and legitimate in every way. He urged that the business show be made all business and not a joy-ride.

Other speakers included Charles H. Hunter, advertising manager of the Elliott-Fisher Company; C. F. Metzger, of the Metzger-Herrington Argo Company, manufacturers of automobiles; C. T. Walmsley, Chicago manager for the National Cash Register Company; O. H. Chamberlain, Jr., district sales manager of the American Multigraph Sales Company; C. V. Oden, of the Underwood Typewriter Co.; Paul

A VIEW OF THE INTERIOR OF THE COLISEUM DURING THE CHICAGO BUSINESS SHOW.



The Underwood Company Had a Splendid Display.

The Multigraph Booth Attracted Much Attention.

Barrett, of the Barrett Adding Machine Company; Harold D. Gould, of the Western Efficiency Society; Morton MacCormac, of the MacCormac School; W. F. Sroufe, of the Stenotype Company; H. J. Holm, of the Gregg School; Nathan W. Tupper, of Office Appliances; Mr. English, of the Unifile Manufacturing Company; George B. Graff, of the George B. Graff Company, and J. P. Sharpe of the Business Show Company.

Each speaker made practical suggestions as to the proper attitude of mind in which to approach the work of the business show and exhibited a rare and pleasing spirit of enterprise and co-operation which made it certain in advance of the opening of the show that the event would be marked by success throughout. Among the suggestions made was one by Mr. Hunter, who pointed out the desirability of each exhibitor getting around among the booths during the show, getting acquainted with the other men and finding out about every other product shown on the floor. Another suggestion made was that exhibitors should pass on a good customer. If Tom Jones was in the market for some device shown and made a deal with one of the exhibitors, he should notify others that Mr. Jones was on the floor and a probable buyer of some of the other products shown and he should do what he could to make it easy for Mr. Jones to see all the exhibits in which he might be interested.

The Exhibits.

ACME STAPLE COMPANY, LIMITED, 112 North Ninth street, Camden, N. J., Booth 96. J. H. Bernheiser was on hand to demonstrate the various "Acme" wire staple binding machines exhibited. These included: Acme Binder No. 1, Acme Binder No. 2, the Sure Shot Binder, the Midget Binder, and binding machines operated by foot power, including the Acme No. 4 and Acme No. 6. This exhibit demonstrated that office papers may be bound with wire staples by hand as well as with a larger machine. An interesting advertising card distributed from this booth showed cuts of the more important "Acme" hand binders with samples of staples fastened on the card.

ADDER MACHINE COMPANY, THE, 28 East Jackson boulevard, Chicago, Ill., Booths 36 and 48. As an illustration of the speed and durability of the Wales Visible Adding Listing Machine, which formed the center of this exhibit, an electrically operated Wales adding machine was run continuously afternoons and evenings. The outer casings were removed, showing how the machine added and listed an item with each click. One of the demonstrators ran a stock machine by hand at a rate of over 200 strokes a minute to illustrate the ease of operation. Machines such as are used in over 200 lines of business were exhibited. Among the features of the machine are the automatic clear signal, which shows at the first item one lists whether or not the machine is clear; the mechanical governor, the bell signal and item counter, visible totals and visible printing in the same field of vision, and the automatic total-key release which enables one to obtain totals without holding down the total key, thus leaving the left hand free for turning over checks or separate slips the amounts on which one is adding. C. J. Rollman, district manager, was in charge of the demonstrations, with S. S. Dixon, sales manager, and R. H. Northrop, head of the advertising department. Among the members of the sales force assisting were W. R. James, E. M. Wymore, and Charles W. Barber.

ADDRESSOGRAPH COMPANY, 901-911 West Van Buren street, Chicago, Ill., Booths 28 and 40. Exhibited the model "B" Standard Card Index Addressograph; the model "C" one-piece plate equipment, the number two automatic envelope feed addressograph, and the new number three combination automatic bill and envelope feed machine. Also, the hand Graphotype, office Graphotype, and the Uplo Graphotype. The number three automatic bill and envelope feed, the hand Graphotype, and the Uplo Graphotype are new and were exhibited for the first time at this show. The Graphotype is the machine for making the stencils used in the Addressograph. One of the interesting features of this exhibit was the new selecting device which automatically chooses any set or sets of names from a list of as many as twenty-four distinct classifications, automatically passing on without printing those which are not desired.

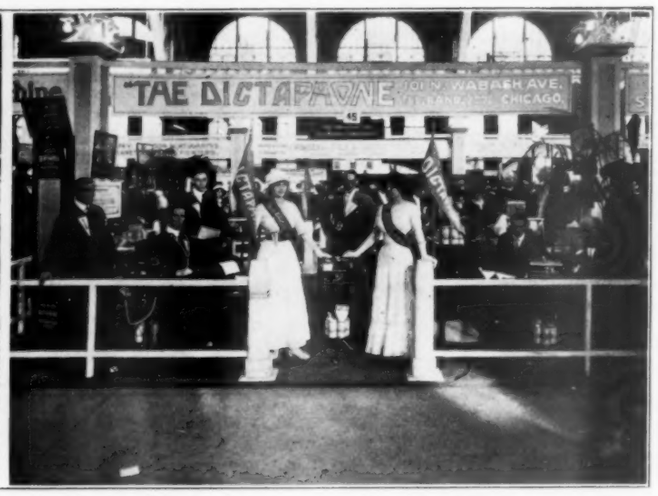
In charge of the exhibit was C. D. Worthington, manager of the Chicago sales department. He was assisted by R. D. Cook, C. L. Cronan, R. N. Fellows, D. W. Hall, F. V. Holbrook, C. G. Howell, F. H. Jordan, A. Morton, W. K. Page, W. F. Strutz, and W. A. Wike.

ALLEN FILTER SERVICE, THE, 25 West Lake street, Chicago, Ill., southeast corner. B. M. Mai, with Mr. Pinkstaff as assistant, demonstrated how the Allen system may be applied to the office, home, and factory. The principle on which the various models of Allen filters work is the same for all. The water filters slowly through from the outside to the inside

A View of the Addressograph Exhibit.

Moon-Hopkins Machines Interested Hundreds.

C. S. & R. B. Co. Had Comprehensive Display.



The Dictaphone Company's Exhibit Was Interesting.

of an unglazed porcelain tube and then through a bed of sterilized carbon which acts as a deodorizer. An automatic glass shut-off valve closes the intake when the reservoir is filled with pure water.

AMBERG FILE & INDEX COMPANY, 1400 Fulton street, Chicago, Ill., Booths 20 and 21. The exhibit consisted of the company's line of vertical filing cabinets in both wood and steel, especial attention being given to the display of the excellent system of Amberg indexing furnished by this company.

Robert A. Amberg, in charge, was assisted by T. F. Birmingham, J. B. Carroll, E. H. Drew, G. S. Eldred, R. G. Ellwing, J. B. Gallagher W. K. Pinninger, Joseph Suess, and H. H. Terwilliger.

AMERICAN MULTIGRAPH SALES COMPANY, THE, 343 South Dearborn street, Chicago, Ill., Booths 4 and 16. A complete exhibit of the printing and folding machines which form the basis of the Multigraph system attracted interest at all times. The demonstrators made clear even to those least informed as to printing processes how one may by means of the Compotype or the Complete unit Multigraph set up as much as two lines of a typewritten letter in a minute and then produce a typewritten letter. One machine was set to turn out stationery forms from an electrotype and another produced letterheads by the thousand. Still another machine was used to show how one could in one operation write the body of a form letter and the signature in ink of a different color. One of the advantages of the Multigraph system when used for writing form letters is that one may adapt the intensity of color to the typewriter ribbon which is being used to fill in the names and addresses, since ninety different adjustments may be made. There were also in operation folding machines which were adjusted to various styles of fold.

The demonstrations were directed by L. W. Jared, general sales manager; W. C. Dunlap, treasurer; W. T. Hagelin, manager of the repair department; H. H. Griffin, R. W. Cassell, sales manager Des Moines division; P. J. F. Baker, assistant sales manager supervising Canada; O. H. Chamberlain, Jr., Chicago district sales manager, and R. F. Chamberlain, assistant sales manager Chicago division, assisted by Jacob Haas, mechanician, and the following salesmen: E. C. Bullock, G. A. Sell, C. E. Osborne, A. J. Landgraf, O. A. Dee, G. A Nitsche, and C. S. Corley.

AUTOMATIC COPYHOLDER-LINEFINDER COMPANY, Chicago distributor, H. Davis, 6168 Greenwood avenue, Booth 98. Among the new devices exhibited was the Automatic Copyholder and Linefinder which was described in a recent number of Office Appliances. By means of this device the typist is enabled to hold in a convenient position any matter which is to be copied on the machine and the device is provided with an automatic line finder which is moved down one line each time a slight pressure is exerted on a lever fastened to the typewriter. Mr. Davis was assisted by Miss Carrie M. Sly.

BAIRD EQUIPMENT COMPANY, 3233 North Clark street, Chicago, Ill., Booth 34. The line of Baird time stamps, clocks, time recorders, combination locks, counters, etc., interested many. Some new models of electric clocks were shown, also a numerical clock which shows time in plain figures rather than by means of hands, an electric clock which automatically turns on and puts out electric lights in show windows, and a new model employes' time recorder. There was also an automatic coin-controlled parcel checking cabinet, by means of which articles of baggage, etc., may be secured in a locker the key to which is obtained by dropping a coin into a slot. The key is the parcel check. This device is fitted with Baird Coin Locks.

The gentlemen who managed the demonstrations at the Baird booth were: E. P. Baird, W. L. Saunders, John J. Williams, E. H. Vivian, S. B. Cochrane, W. S. Farnsworth, B. L. McKenny, W. H. Cochrane, and E. Born.

EDWIN C. BARNES & BROS., 229 South Wabash avenue, Chicago, Ill., Booths 30 and 42. Among the new features of the Edison Dictating Machines exhibited were: The Edison Auto-Dictation Index, which furnishes an efficient medium for automatically conveying to the transcriber unmistakable instructions concerning dictation; the Edison Sanitube, a flexible metal speaking tube which has a removable germicide lining, ensuring cleanliness and which controls the starting and stopping of the machine by a natural motion of the thumb, permitting freedom of movement in dictation; the Edison Collapsible Mandrel, which prevents sticking and breaking in removing and placing cylinders.

Edwin C. Barnes had charge of the demonstrations and was assisted by J. D. Pahlman, sales manager; O. C. Dentzer, J. W. Allmony, G. W. Thielle, E. Humphries, and A. G. Moore.

BARRETT ADDING MACHINE COMPANY, 305 Peoples Gas Building, Chicago, Ill., Booths 69 and 72. The various models of the Barrett Adding Machine were used to demonstrate the way in which these machines perform the general routine work of the office and the manner in which some of the large corporations make use of them. Especial attention was given to the new "Mezzanine" attachment for multiplying and dividing. By the use of this device one may, for instance, find the net cost of a certain job, taking into account the original cost of the material and labor and the price which is paid for the waste material, performing the whole operation in the machine. In charge of the demonstrations were Paul J. Barrett, Chicago district manager; W. J. Peck, general sales manager, and F. S. Parrott, Milwaukee district manager, the regular corps of salesmen assisting.

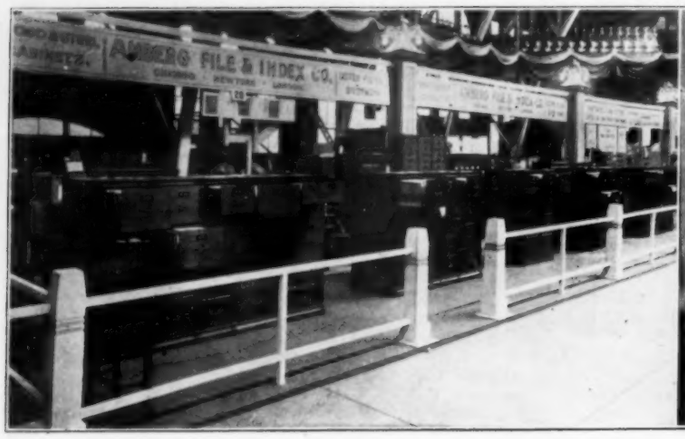
GEORGE P. BENT COMPANY, 214 South Wabash avenue, Chicago, Ill., Booths 73-76, inclusive. This company showed the Combinola, a player-piano, which the company's representatives had in almost constant operation. Several different models of the company's musical instruments were exhibited. F. H. Wood, in charge, was assisted by Messrs. Davidson, Ludeker, Heller, Alvin Mason, and I. V. Tow.

BURROUGHS ADDING MACHINE COMPANY, 22 West Monroe street, Chicago, Ill., Booths 53, 54, 65, and 66. The Burroughs machines exhibited were demonstrated by members of the sales force and officials and by various students in the Burroughs school for operators. The prominent position which the exhibit occupied and the interesting feats which were performed on the machines made the exhibit a center of attraction. Besides a number of improved models of the company's regular listing and non-listing bank and commercial adding machines, there were exhibited the new Bank Statement and Bookkeeping Machine, a bank machine with an automatic check endorser, the new Transit Machine, and the following new machines for commercial work: Loose Leaf Ledger Posting Ma-

The Burroughs Display Showed a Remarkable Collection of Machines.

Unifile Manufacturing Co. Showed Large Variety of Goods.

A PAGE OF CHICAGO BUSINESS SHOW PICTURES.—Top Row Left to Right: Exhibits of Ideal Stencil Machine Co.; McKay's Mailing Machine Market, and Ravenswood Office Specialties Co. Second Row, Left to Right: Rapid Addressing Machine Co.; the John C. Miller Co. showed Mahistedt Multicolor Presses, and The George B. Graff Company. Third Row, Left to Right: Exhibit of Ensign Manufacturing Co.; Booth of Ellis Adding Typewriter Company; Display of Neostyle Envelope Company. Fourth Row, Left to Right: Baird Electric Company Showing Time Clocks; Thomas M. Lothrop Co. Showing Berger Manufacturing Company's Steel Lines; Display of the Mail-Om-Eter Company, and In-A-Jiffy Calculator Company. Fifth Row, Left to Right: Allen Filter Service; Peerless Check Protector and Several Other Devices Occupied Part of the Information Booth; Sulpho Carbon Company; Display of the Standard Ribbon Machine Company.



Amberg File & Index Company Had Large Exhibit.

The Dictograph System Was a Feature of Intense Interest.

chine, with special steel Ledger Cabinet, Duplex or Double Totalizing Machine with shuttles, which, with the aid of the duplex feature, makes it possible to add two columns separately; machines equipped with split and normal platen, giving double use of a single carriage, a machine with the unlimited split device, and a complete line of the visible Burroughs. Several special machines were exhibited. Among these was one for making up bills for electric light and power.

J. F. Gillen, Chicago district manager, was in charge of the exhibit. With him at various times were the following men from Detroit: J. C. Walker and Gail Murphy, of the system service department and W. E. Leever of the sales department. These men were assisted by members of the local sales force and students in the Burroughs school.

CHICAGO EXAMINER, THE, 336 West Madison street, Chicago, Ill., South of main entrance. Showed the Chicago Examiner's Fall Renting Guide. J. McMann was assisted by Joseph P. Geiger.

CHICAGO GUM TAPE COMPANY, 365 East Illinois street, Chicago, Ill., Booth 95. Tastefully arranged samples were placed before visitors by T. J. Leahy and H. S. Brown. The line exhibited included both Paper and Cloth Sealing Tapes, gummed and ungummed; Veneer Tapes, Colored Tapes, specials like Christmas Tapes, etc. There were also shown Printed and Plain Gummed Labels of all kinds, loose, padded, and in perforated rolls; and, in addition, box stay paper and a complete line of moistening machines.

C. S. & R. B. COMPANY, INC., Sacramento and Carroll avenues, Chicago, Ill., Booth 7. The convenience and durability of the "De Luxe" line of loose leaf devices and supplies were demonstrated at this booth, which was in charge of Ralph B. Wilson, president, and J. W. Johnson, city sales manager, assisted by C. R. Fargo, L. R. Dickerson, and T. J. Adam. Attention was called particularly to the great expansion of the De Luxe ledger and other De Luxe loose leaf binders and to the De Luxe flat-opening leaves. To complete the loose leaf outfit there were shown the "Pubreco Fibreloid" indexes. In addition to ledgers the company had on exhibit various other forms of post and ring bound loose leaf books, showing their adaptability to particular demands.

CHRISTIAN SCIENCE COMMITTEE FOR THE DISTRIBUTION OF LITERATURE, 220 South Michigan avenue, Chicago, Ill., Booth 63. Thomas B. Garst, chairman of the subcommittee which had charge of the exhibit, assisted by E. C. Wright, Mrs. Helen Hastings Goodman, and others. The Bible, the works of Mary Baker Eddy, "The Life of Mary Baker Eddy," by Sibyl Wilbur; the Christian Science Monitor, "which," as the publishers put it, "stands for clean journalism and has a circulation throughout the world;" the Christian Science Journal, the Christian Science Sentinel, Der Herold der Christliche Wissenschaft, in German; and pamphlets in English, German, French, Spanish, Dutch, Norwegian, and Swedish were exhibited.

COLUMBIA GRAPHOPHONE COMPANY, 101 North Wabash avenue, Chicago, Ill., Booths 33 and 55. W. W. Parsons and his staff of assistants demonstrated valuable features of the 1913-14 model of the Dictaphone. Among these are the hand control and back spacing device on the combination dictating and transcribing Dictaphone, type A 7. Another feature of the new model is the enclosed rheostat resistance coil. The Dictaphone pennants which were worn by those who demonstrated made quite an impression. Assisting in the demonstration were Messrs. Walker, Zingg, De Brueler, and Saunders, and the Misses Duffey, Stuetzer, Carpenter, and Madsen. The use of the shaving machine was also demonstrated at the boooth.

DE LUXE MANUFACTURING COMPANY, 433 South Dearborn street, Chicago, Ill., Booth 46. A number of the visitors at the business show wore buttons bearing the legend "Get the Tab", and the company emphasized at its booth the ink tablet method by which the "Tab-Fil" pen is supplied with ink. In the cover of this pen may be carried a sufficient supply of tablets to last a month or longer. A pen-full of ink is made from a single tablet and cold water. There were also on display a line of De Luxe self-filling fountain pens and various decorated pens, filigreed and with enamaled gold and silver lodge and fraternity emblems. One of the display cases showed the steps in the manufacture of "De Luxe" iridium-tipped gold pens, from the rough gold sheet to the finished product.

A. P. McArthur, president of the company, and H. D. Thompson, secretary, were in charge of the booth.

DERBY DESK COMPANY, 432 South Wabash avenue, Chicago, Ill., Booth 10. W. K. Van Artsdale, the company's Chicago manager, was in charge of an exhibit of model office furniture equipment. There were flat and roll top desks, directors' tables, plain and upholstered office chairs, typewriter desks and chairs, costumers, umbrella stands, etc. Mr. Van Artsdale was assisted by J. W. Knox, M. J. Gillis, and F. A. Buckman.

A. B. DICK COMPANY, 730-738 West Jackson boulevard, Chicago, Ill., Booth 19. The new Dermatype stencil paper and its possibilities seemed to interest visitors at this booth as much as the new Mimeograph models numbers 77 and 78, which will do the same quality of work, the only difference being that the former is not equipped with the automatic paper feed. The Dermatype stencil sheet is practically indestructible. It may be crumpled and smoothed out again without harm; it resists the most extreme climatic conditions, and thousands of copies may be made from one original typewritten impression. Considerable interest attached to some color work done on the Mimeograph.

The exhibit was in charge of W. A. Waterbury, sales manager, who was assisted by a number of men from the city sales force.

DUPLICATOR MANUFACTURING COMPANY, 1171 Monon building, Chicago, Ill., Booth 51. Models 1, 2, and 4 of the Commercial Duplicator were used to demonstrate what this device can do in the way of making copies not only of ordinary one color originals but of those containing more colors. Visitors were shown the function of the Duplicator in filling the gap between the single carbon copy and copies produced by the multiple machine. One of the advantages of this machine is that the gelatine sheet which forms the duplicating medium need not be cleaned after one has finished taking impressions, since the ink is taken up by a highly absorbent backing, leaving the sheet ready for another impression.

The exhibit was in charge of G. H. Abbott, who was assisted by J. J. Flanigan, J. G. Calrow, and A. H. Murray.

ECONOMY BALER COMPANY, 537 South Dearborn street, Chicago, Ill., Booth 99. F. G. Manuel, Chicago sales manager, had on exhibit two models of the Economy Baler, one which will pack bales weighing about one hundred pounds and one for larger bales. There was no lack of waste paper for demonstrations and to many the idea of baling waste paper seemed new. Both of the machines were hand driven, one of them front opening, with springs which automatically

O. K. Manufacturing Company Showed a Handsome Display.

The Stenotpye Exhibit Attracted Crowds.

Dick Machines and Dermatype Stencils Excited Much Interest.

Edison Dictating Machine Booth Was the Center of Attraction.

close the door when not in use, and the other a top opening model, which, we are told, was built at the particular request of the Chicago trade. The company's representative also explained the plan of buying all paper put up with Economy balers.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa., Booths 31 and 43. Here were exhibited the well-known Elliott-Fisher bookkeeping machines, designed and built especially for billing. These machines add as they write, posting directly to a standard loose leaf ledger without removal of the pages from the binder, balancing each account automatically as the work proceeds, and posting to a card ledger, and making out monthly statements all in one operation. The company had an exceptionally able corps of demonstrators, several of whom were young women. The exhibit was in charge of Charles H. Hunter, advertising manager of the Elliott-Fisher Company, assisted by members of the Chicago sales force and expert demonstrators.

ELLIS ADDING TYPEWRITER COMPANY, 110 South Dearborn street, Chicago, Ill., Booth 18. Various Ellis models were exhibited. There was featured the new feeding device and the process of ledger posting and balancing in one operation. The Ellis is an adding machine which does typewriting. All printing is visible. The company throughout the entire show distributed flowers to visitors, to the ladies, roses, and the gentlemen, carnations.

Gilbert C. Lutz, local sales manager, was assisted by David Gifford, B. Williams, Laurence Le Baron, J. W. Lamphier, and the Misses K. Byrnes and T. M. Schwind.

ENSIGN MANUFACTURING COMPANY, THE, 325-327 Unity building, 127 North Dearborn street, Chicago, Ill., Booth 101. Exhibited Model E and Model F of the Ensign Electric Calculating Machine. These two machines differ only in that the first has a capacity of twelve places for results, while the second permits of sixteen place results. In addition to adding and subtracting, the Ensign performs division and multiplication by a single pressing of each digit. The fact that only three-sixteenths of an inch depression is necessary makes the machine one with a very light touch. A constant factor may be locked on the keyboard and operation performed with that factor as long as one pleases.

The company's district sales manager, C. E. Spencer, who was in charge of the demonstrations, was assisted by J. Hazzard, W. Imrie, L. Lohrens, and F. J. Wallack.

ROBERT C. FAY, 119 West Madison street, Chicago, Ill., Booth 95. Mr. Fay displayed samples of what he characterizes as "Personal Advertising Service". This includes designing, text, printing, etc., of catalogues, booklets, circulars, house organs (which Mr. Fay edits for business concerns), sales letters, and general advertising. There were also exhibited samples of a "Complete Course in Business Letter Writing".

GENERAL ACOUSTIC COMPANY, 1230-1231 Lytton building, Chicago, Ill., Booths 1 and 13. The Dictograph and Acousticon systems were demonstrated to numbers of interested men and women. The former is a private intercommunicating telephone system, by means of which an executive may instantly get in touch with any department and talk without holding a receiver or standing near the transmitter. At five yards away one may talk in a natural tone and be heard at any extremity of the system. The Acousticon is used in churches and at home to assist the partially deaf and makes sounds distinctly audible to all but the completely deaf.

The demonstrations were made by District Sales Manager Constant M. Eakin, with the assistance of Mrs. C. S. Saxton, A. A. Pehrson, H. A. Voges, Theo. Sjolin, A. Schoenberger, and the Misses Powers and Phillips.

GEORGE B. GRAFF COMPANY, 294 Washington street, Boston, Mass., Booth 79. The "Steel-tye" line of expanding envelopes, folders, vertical file pockets, etc., formed an important part of this company's display. These devices are fastened instantaneously by means of a steel clasp which catches just where one wishes. The company exhibited, too, the "Vise" signals, made in one piece, of nickeled spring steel, enameled in twelve colors. They allow one to see all the writing on a card and may be adjusted for any one of the dates printed at the top of the card. There were distributed to interested persons cards containing samples of the various sizes of "Cling" and "Vise" clips. Many visitors availed themselves of the opportunity of trying the new "Silver Steel" pens, manufactured from the best carbon steel, triple silver-plated, making them non-corrosive and giving them that "smooth as velvet" writing quality.

George B. Graff and E. L. Merles were assisted by Mrs. E. J. Rose.

GREGG SCHOOL, 6 North Michigan avenue, Chicago, Ill., Booths 93 and 94. Students of commercial education found the Gregg exhibit a most interesting one. There were performed every day special feats to show the adaptability of Gregg shorthand. One of these was writing various languages with Gregg shorthand. A representative from the foreign department of Office Appliances dictated to one of the demonstrators in the languages of a number of the countries in which the magazine has a circulation. Other feats performed by Gregg writers were writing notes blindfolded and upside down. The advantages of Gregg shorthand were demonstrated by Henry J. Holm, principal of the school, and H. A. Hagar, who were assisted by Fred H. Gurtler, Herman F. Post, and Miss Pearl Power.

HAMMOND TYPEWRITER COMPANY, THE, 189 West Madison street, Chicago, Ill., Booths 49 and 61. Three types of the Hammond among the many exhibited attracted particular attention. These are the new Hammond Multiplex, the Oriental typewriter and the Mathematical typewriter. The first of these always has two sets of type in the machine ready for instant use and one may select others from a comprehensive list which provides for many trades, professions and languages. The Oriental typewriter will write either from left to right or vice versa, so that one may write both the occidental and oriental languages on the same machine. The Mathematical typewriter may be used both for correspondence and for writing matter involving the Greek and other technical characters used in the higher mathematical studies.

J. A. Guest, local branch manager, was in charge of the exhibit. His assistants were R. M. Wagner, K. A. Schlademan, E. B. Cutten, L. M. Hofman, and E. F. Ruenzel.

W. J. HARTMAN, 306-318 South Canal street, Chicago, Ill., Booth 80. At this booth C. J. Bell, editor and compiler of Hartman's Western Freight Rates, published by W. J. Hartman, explained the service which his company is rendering to shippers, particularly those interested in west-bound traffic. The tariffs come in a condensed form and are issued as loose leaf pages, so that one may promptly insert the correct rates where changes are made. In each case the railroad publication which is the basis for a rate is shown, so that one may in case of controversy justify a certain rate by specific authority.

Mellicke Calculator Company Showed Clever Exhibit.

Kalamazoo Loose Leaf Binder Company's Exhibit Created Interest.

Duplicator Manufacturing Company Had Instructive Display.

Barrett Adding Machine Company Showed Machines to Advantage.

IDEAL STENCIL MACHINE COMPANY, corner Grand and Iowa avenues, Belleville, Ill., Booth 46. Stencils were cut on models 1 and 2 of the "Ideal" stencil cutting machine. Either model will cut from one to four lines of characters, including name, address, and routing. No. 1 cuts letters one inch high, number two five-eighths of an inch. The company also exhibited accessories, such as the "Ideal Fountain Brush," which does away with the inconveniences of lampblack and water in marking shipments. J. W. Marsh and Ernest P. Sharpe were in charge.

IN-A-JIFFY CALCULATOR COMPANY, THE (now The Voss Calculator Company), 6 North Clark street, Chicago, Ill., Booth 22. No little interest was manifested in the "In-a-Jiffy" calculator, a new device for reckoning wages. The hour lever of this machine moves on a ratchet and when it is set stays at the proper place. Only the required figure appears, all others being blocked off. The In-a-Jiffy calculates in quarter hours, and is made in two styles, one calculating from a weekly wage scale, the other on an hourly basis. Further details with regard to this device may be obtained from the article which appeared in the "New Machines and Devices" column of the September Office Appliances.

A. G. Voss, E. D. Poole, and G. A. Behrens had charge of the demonstrations.

H. D. JAMES, 305 Monon building, Chicago, Ill., Booth 9. Demonstrated two machines, a stamp affixer and an envelope opening machine. The stamp affixer is the "World Wide," manufactured by the Extensive Manufacturing Company, 90 West street, New York, N. Y. This is a hand-operated, pilferage-proof device which will handle without adjustment, it is claimed, stamps used in any part of the world. Its weight is one pound and it will register stamps up to 100,000 in number. There were also given descriptive talks on the "Simplex Electric Automatic Envelope Sealer," manufactured by the same company.

The other device demonstrated at this booth is the "Lightning Letter Opener," manufactured by the Lightning Letter Opener Company, Inc., 299 State street, Rochester, N. Y. The machine is operated by the current from an ordinary electric light socket and its manufacturers claim for it a speed of over 200 letters opened in a minute, without any danger of injury to the contents of the envelopes. The Lightning Letter Opener is provided with a stacker which piles the opened envelopes for convenient handling.

The demonstrations were under the direction of H. D. Janes, who was assisted by H. W. Prince, A. C. Haven, and R. Carne.

KALAMAZOO LOOSE LEAF BINDER COMPANY, Kalamazoo, Mich., Booth 52. The exhibit was under the general direction of the company's Chicago agent, the H. E. North Company, 108 West Monroe street. H. E. North, George P. Wigginton, secretary, and Oscar Allyn, sales manager of the company, were in direct charge of the demonstrations showing the various loose leaf efficiency devices manufactured by the company, and the special forms and systems which these devices supply. These included loose leaf binders and pages, the Kalamazoo Auto-Step Index, by means of which one may locate not only a certain letter division but the name itself, and filing systems. Special attention was called to the company's tickler finding system and "Semaphore Index Systems" by means of which misfiled documents are readily located. The latter devices were exhibited under the direction of H. A. Wardy. Assisting at the various demonstrations were: F. Chiverton, J. M. Hayes, J. N. Humphrey, A. Mumaw and I. A. Schaum.

THOMAS M. LOTHROP & CO., 53 West Jackson boulevard, Chicago, Ill., Booth 69. Exhibited office and stock room steel equipment of the Berger Manufacturing Company, Canton, Ohio, manufacturers of sectional steel document and correspondence filing cabinets, card index cabinets, transfer boxes, all steel stools and chairs, steel bins and shelving, etc. There were samples from the "New Britain" line, which includes bench legs, shelving, steel racks, stools, etc. One of the interesting features of the exhibit was the Anglo Steel line. Mr. Lothrop was assisted by Homer A. Ferrin.

WESTERN UNION TELEGRAPH COMPANY, 111 West Jackson boulevard, Chicago, Ill., Booth 77. The company established for the convenience of exhibitors and visitors at the business show a local telegraph station of which W. Joseph was in charge.

JOHN B. WIGGINS COMPANY, THE, 63 East Adams street, Chicago, Ill., Booth 41. One of the features of the exhibit was a plate printing press in operation, showing the process of printing from steel and copper plates. There were also on display samples of the Peerless Patent Book Form Cards, engraved and printed. Of particular interest to the trade was the company's Peerless Patent Blank Secre Cards with lever binder case.

The exhibit was in charge of A. D. Wiggins, F. T. Wiggins and J. B. Wiggins, who were assisted by salesmen and operators.

MacCORMAC SCHOOLS, 1206-1208 East Sixty-third street, Chicago, Ill., Booth 100. Officers, graduates and students of this institution gave demonstrations of what the schools offer in the way of a commercial education. These demonstrations included Stenotypy, Gregg shorthand, touch typewriting, adding machine work, and various plans of office efficiency, illustrating the methods whereby stenographers and accountants are trained.

Morton MacCormac, president, was in charge. He was assisted by Burton S. Powell, S. F. Wolf, C. P. A., and Fred Rinschied, who operated the Stenotype, as did other students of the school.

MAIL-OM-ETER COMPANY, 427 New York Life building, Chicago, Ill., Booth 22. Showed the Mail-om-eter, an electrically driven machine for which the manufacturers claim a capacity of 250 envelopes per minute sealed, stamped, and counted. The stamps are used in the regular government coil form and are locked in the machine to avoid discrepancies. The Mail-om-eter has no wicks, pads, or sponges and supplies water to envelope flaps and stamps by direct contact with metal surfaces. The machine may be run to perform only one or two of the operations of which it is capable.

The exhibit was in charge of E. B. Terry, Chicago manager, assisted by G. Lipman, assistant Chicago manager, and N. E. Terry, Cincinnati manager.

McKAY'S MAILING MACHINE MARKET, 107 North Market street, Chicago, Ill., Booth 70. There were on exhibition at this booth some of the lines of which W. L. McKay is sole western agent. These included the Multipost Stamp Affixer, a hand operated device for affixing and registering stamps, a roll of which is locked in the machine. The exhibit of the Saunders' Envelope Sealing Machine, or Sealograph, was especially interesting from the fact that D. G. Saunders, Sr., of Saunders & Company, Kansas City, Mo., made the booth his headquarters during the business show. Two of the devices in this exhibit were the Eclipse Pneumatic Inkwell, in the construction of which nothing but glass is used, and the "Feedograph" manufactured by the Collins Office

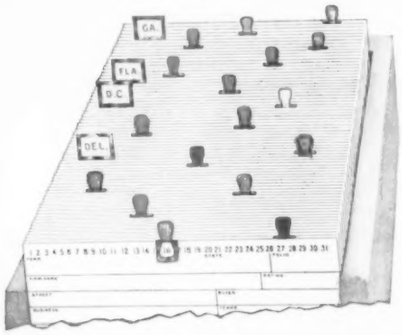
Hammond Typewriter Company Showed the Versatility of Hammond Products.

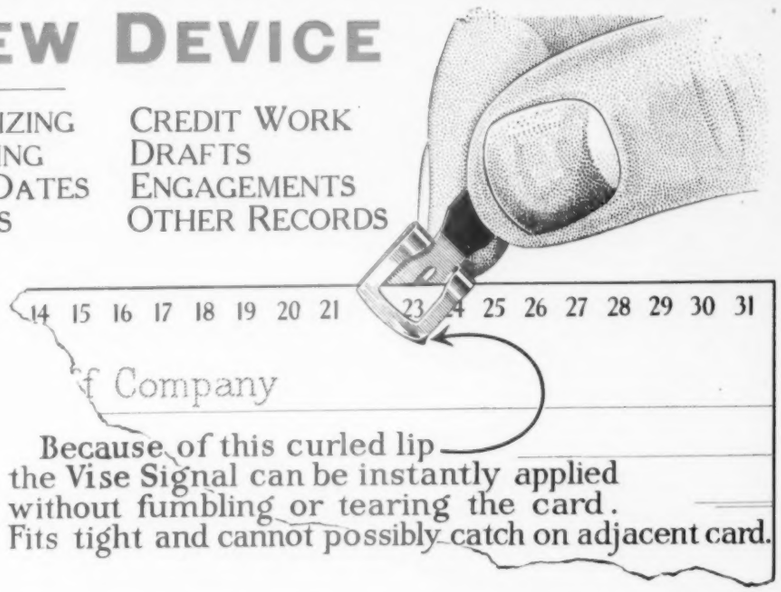
Elliott-Fisher Company Had Interesting Display and Clever Demonstrators.

A BRAND-NEW DEVICE

—FOR—

FOLLOW-UPS	CIRCULARIZING	CREDIT WORK
COLLECTIONS	ADVERTISING	DRAFTS
EXPIRATIONS	SHIPPING DATES	ENGAGEMENTS
CLASSIFICATIONS	SCHEDULES	OTHER RECORDS





VISE SIGNALS

THEY WORK BETTER AND COST LESS

Date is plainly visible,—*not hidden beneath signal.*
Because of the firm yet harmless grip due to the patent VISE tongue, the VISE SIGNAL may even be used as a convenient handle for lifting the card.
Made of one piece and lies flat,—no rivets to take up room.
Lower part nickeled to prevent rust and soiling card. Top brilliantly enameled by special process that prevents chipping or cracking.
Choice of twelve colors:—Light Red (crimson), Dark Red (maroon), Light Blue, Dark Blue, Light Green, Dark Green, Lemon Yellow, Orange, White, Black, Pink and Brown.

SAFE AND SURE BECAUSE SO SIMPLE. Study the above pictures. Note how easily one can select any particular row of VISE SIGNALS and thus see instantly just which cards require attention on any particular date. By different colors—(Red for Retailers, White for Wholesalers, etc.) you can further classify your list any way you like without disturbing alphabetical order.

LESS LABOR, FEWER SUPPLIES. VISE SIGNALS cost but little in the first place and can be used over and over. Signal systems are so simple that the clerical labor is next to nothing.

Packed any color, 100 signals to the box. PRICES:—Less than 500, 75c per 100; 500 or more, 70c per 100; 1,000 or more, 65c per 100; 5,000 or more, 60c per 100; 10,000 or more, 55c per 100; further discounts on larger quantities.

Undoubtedly your dealer can supply you with VISE SIGNALS, as they will soon be on sale at all stationery and office supply houses. To secure prompt introduction, we are making this

SPECIAL INTRODUCTORY OFFER GOOD ONLY TO DEC. 1.

On receipt of $1.00 accompanying coupon below, we will send, postage prepaid, two full boxes of VISE SIGNALS, 100 signals to the box. Order at once as this offer is absolutely limited to Dec. 1, 1913.

GEO. B. GRAFF COMPANY, 294 Washington St., **Boston, Mass., U. S. A.**
(Catalogs on request)

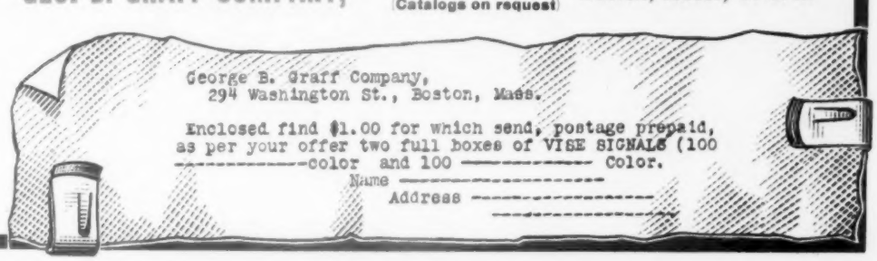
OTHER BIG "LITTLE THINGS" FOR MODERN OFFICES

VISE INDEX TABS (in two styles, adjustable and permanent.) For loose-leaf or bound books, card files, etc. "Celluloid" face and can be written on with ink or pencil. Plain, Alphabet, Months, or printed to order. Write for price list.

VISE PAPER CLIPS. Grip like a vise from two to sixty papers, but instantly detachable and never mutilate. Papers can be turned back without forcing off clip. Doesn't catch adjacent papers. Can be used over and over. Write for price list.

CLING CLIPS. A first class article at an exceptionally low price. Write for price list.

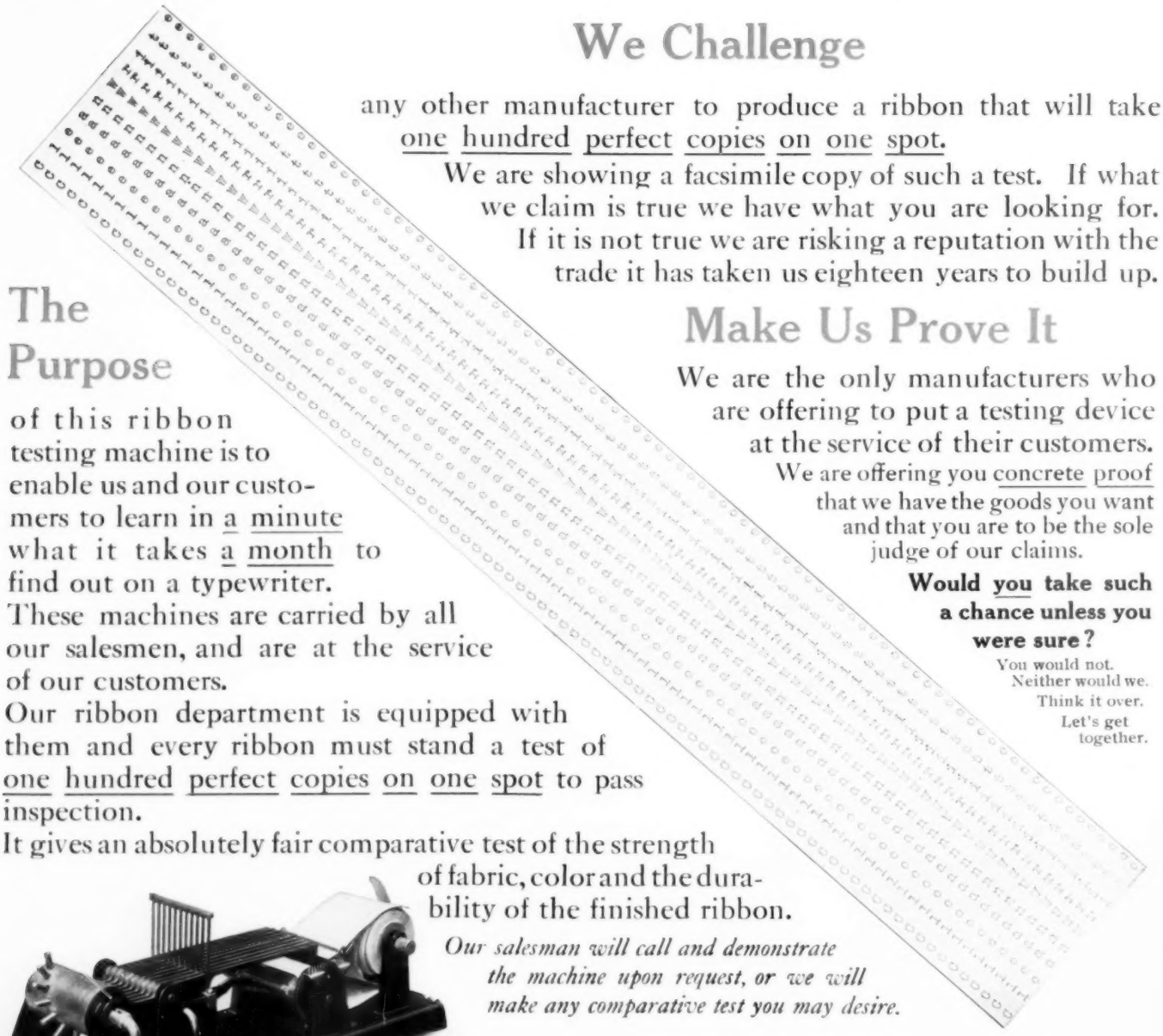
"STEEL-TYE" EXPANDING ENVELOPES for filing or carrying important papers. No tapes, strings, rubber bands, gussets, or other nuisances. The flexible steel clasp almost fastens itself and never slips or flies open. Made of leather-like red rope fibre stock that really rivals leather for flexibility and toughness. This same line includes flat wallets, vertical file pockets, etc. Write for descriptive leaflet and price lists.



A CHALLENGE

A perfect typewriter ribbon is one that has the finest fabric, the strongest colors, the greatest durability, and will not fill the type.

Our Carnation and Elk Brand Ribbons answer these specifications.



We Challenge

any other manufacturer to produce a ribbon that will take one hundred perfect copies on one spot.

We are showing a facsimile copy of such a test. If what we claim is true we have what you are looking for. If it is not true we are risking a reputation with the trade it has taken us eighteen years to build up.

The Purpose

of this ribbon testing machine is to enable us and our customers to learn in a minute what it takes a month to find out on a typewriter.

These machines are carried by all our salesmen, and are at the service of our customers.

Our ribbon department is equipped with them and every ribbon must stand a test of one hundred perfect copies on one spot to pass inspection.

It gives an absolutely fair comparative test of the strength of fabric, color and the durability of the finished ribbon.

Our salesman will call and demonstrate the machine upon request, or we will make any comparative test you may desire.

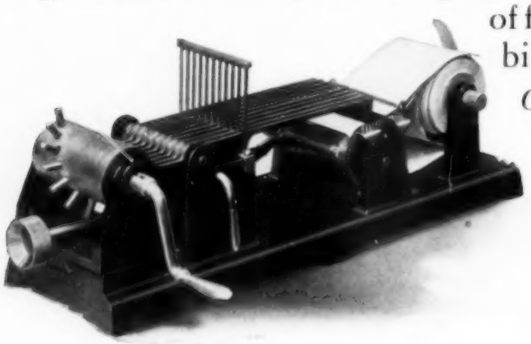
Make Us Prove It

We are the only manufacturers who are offering to put a testing device at the service of their customers.

We are offering you concrete proof that we have the goods you want and that you are to be the sole judge of our claims.

Would you take such a chance unless you were sure?

You would not.
Neither would we.
Think it over.
Let's get together.

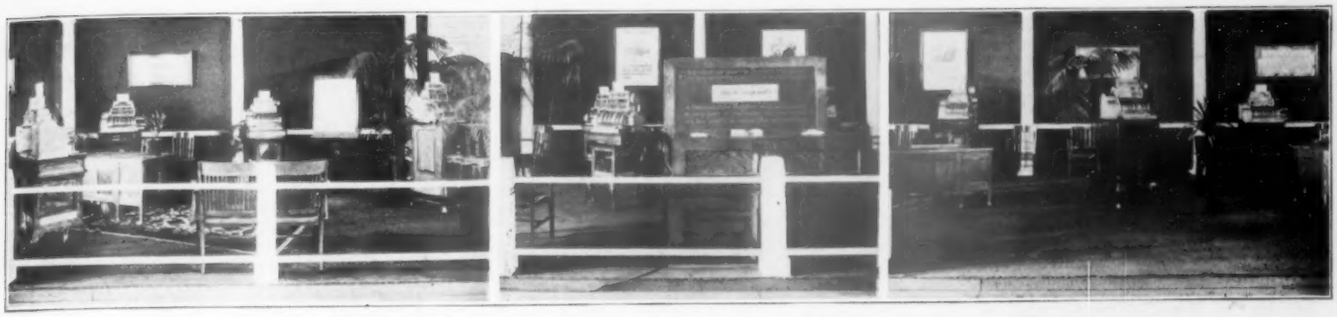


The Testing Machine

We have an interesting proposition to make regarding our line. Send for it.

MILLER-BRYANT-PIERCE COMPANY

AURORA, ILLINOIS



National Cash Register Company Had Largest Office Equipment Exhibit. —Part of the Display Here Shown.

Machinery Company. This device automatically feeds sheets or envelopes into a typewriter. W. L. McKay was in personal charge of the demonstrations and was assisted by A. Georgeson, M. E. Pranteau and Miss E. Swanson.

MEILICKE CALCULATOR COMPANY, Peoples Gas building, Chicago, Ill., Booth 64. There were exhibited various models of the Meilicke Calculator, which is essentially an interest and discount computing machine. The Meilicke computes actual interest at any rate, at the same time showing the number of days between two given dates, reckons maturity dates for any given number of days, and indicates whether maturity date falls on a Saturday, Sunday, or holiday.

C. A. Meilicke, president of the company, and A. Joyce, general sales manager, were in charge, and were assisted by R. H. Berry, F. J. Bukowitz, and W. J. Patterson.

METZGER-HERRINGTON-ARGO COMPANY, 2412 South Michigan avenue, Chicago, Ill., Booths 102-111 inclusive. Besides the finished models of pleasure cars and commercial cars which the company had on exhibition, there was a chassis to show the general structural features of the company's line of electric vehicles, characterized by wheel steer and foot control.

C. J. Metzger and R. A. Herrington were assisted in the demonstrations by R. J. Bell, Jr., W. L. McCutcheon, and H. B. Chichester.

JAMES S. MILLER COMPANY, THE, 332 South Michigan avenue, Chicago, Ill., Booths 97 and 98. A number of difficult printing feats were accomplished on the Mahlstedt Multicolor Press. This machine is a small flat-bed printing press which produces in addition to ordinary printing, half tones, colored prints, and fac-simile typewritten letters, printing the letterhead, body, and signature in one operation, each part in a different color. On this machine one may print business stationery, forms, and even literature if desired, using standard electrotypes, half-tone, job type, etc.

J. W. Harris, sales manager, had charge of the exhibit and was assisted by James S. Miller, Harry C. Straus and E. John Hicks.

MODERN METHODS PUBLISHING COMPANY, Monroe and Hastings streets, Detroit, Mich., Booth 17. John Ferguson and Laura T. Sherwood represented the interests of "Modern Methods, a Monthly Magazine for Business Men," for men "in and on the way to executive positions." There were also on display various books published by the Modern Methods Publishing Company.

MOON-HOPKINS BILLING MACHINE COMPANY, 29 South La Salle street, Chicago, Ill., Booths 35 and 47. Here were exhibited the following Moon-Hopkins models: A 15-inch bank bookkeeping machine, which automatically detects overdraft and rings a bell, figures the overdraft and prints it in red automatically, carries individual totals, page totals, and grand totals. A machine for bank country statements with the

The Janitor's Predicament Every Morning.

automatic overdraft detector, automatic figuring and printing overdraft, in red, automatic control by means of carriage devices to check up the operator in making entries of debits and credits and figuring differences. A bank transit machine with automatic shuttle attachment. A regular billing machine which adds in four columns, subtracts and multiplies to seven digits by seven. A Post Office Special machine which prints in three columns and adds two of them.

Chicago manager H. L. Lanphear was in charge, assisted by J. T. Orr, secretary of the company, and the following salesmen: Leslie Harvey, F. M. Houshalter, O. K. White and William Wooley.

MORSE ADDING MACHINE COMPANY, 428-430 North Oakley boulevard, Chicago, Ill., Booth 6. An interesting little machine, "The Morse Pre-Vis" adding, listing and calculating machine was shown in operation. The Morse is eight inches square, weighs twelve and one-half pounds, has only 500 parts, has positive movements, is visible before listing and before accumulating, is portable, has nine numeral keys and spacer. The inventor, Charles J. Moorse, was in charge. He was assisted by J. C. Thornburgh, J. W. Thomas, William Huffaker, and members of the local sales force.

MOTOGRAPH COMPANY OF ILLINOIS, THE, 1038 Hearst building, Chicago, Ill., Booth 63. The company displayed vertical and horizontal models of the "Motograph," a moving display apparatus based on the psychological principle that things in motion always attract attention where the lack of motion in an advertising device might not. The Motograph apparatus will act no matter in what position it is placed. The device will carry cards, photographs, and smaller articles of merchandise such as books, stationery, etc. It may be adapted to all lines of trade.

Ira J. Owen, M. E., inventor of the device, was in charge of the booth. The local sales force assisted him.

NATIONAL CASH REGISTER COMPANY, THE, 16 East Randolph street, Chicago, Ill., Booths 83-92 inclusive. The central feature of the exhibit itself was the new National Office Register. This is veritably a bookkeeping machine and adding machine combined. The National department store system of quick service was also demonstrated. By the use of this system the credit of any purchaser on a charge account may be determined secretly and quickly and a slip stamped automatically by a device attached to the telephone. The various types of registers exhibited all had new features. In the annex were given lectures on the part which the National Cash Register Company has played in developing and improving its locality and the methods by which the transformation was accomplished. These lectures were illustrated by colored views and Kinemacolor motion pictures. T. J. Watson, salesmanager, R. H. Grant, Lee Olwell, and S. B. Van Horn were in charge of the National exhibits.

NEOSTYLE ENVELOPE COMPANY, 5 South Wabash avenue, Chicago, Ill., Booths 12 and 24. Several sizes of the "Penehook" envelope were shown. The feature of this envelope is a hooked side flap which after the envelope is sealed may if necessary be opened conveniently by the postal authorities. The flap, however, holds secure until properly unhooked and cannot open accidentally. The exhibit was in charge of H. E. Doney, assisted by A. Arenson.

NEWTON-ROTHERICK MANUFACTURING COM-

Interesting Exhibit of Wales Adding Machines.

Exhibits of Chicago Gum Tape Company and Robert C. Fay.

Exhibit of De Luxe Manufacturing Company.

PANY, THE, 32-40 South Clinton street, Chicago, Ill., Booth 78. The company exhibited a comprehensive line of its various brands of carbon paper and typewriter ribbons including the following brands: Bull Frog, Pirate, Broncho and Repeater. The physical properties of the company's carbon papers were demonstrated by an expert chemist who is familiar with the process by which these carbon papers are manufactured. The novel advertising methods used attracted no little favorable notice of the company's booth.

H. W. Rotherick, president of the company, was in charge. He was assisted by A. G. Moyel, Charles Schmidt, F. W. Basse, L. W. Carpenter, the Misses I. Johnson and E. Springer and Mrs. K. V. Higgie.

OFFICE APPLIANCES, 417 South Dearborn street, Chicago, Ill., Booth 8. Copies of the Business Show Program number and other numbers of Office Appliances, the Magazine of Office Equipment, were on file at this booth. Stenographic service and other conveniences were at the disposal of visitors and office equipment dealers made the booth their headquarters while at the show.

Nathan W. Tupper, secretary of the Office Appliance Company, was in charge of the booth and was assisted by E. E. Dewey, H. W. Martin, John A. Gilbert, Herman A. Dick, B. Wallsten, and other members of the Office Appliances staff.

O. K. MANUFACTURING COMPANY, THE, Syracuse, N. Y., Booth 57. Exhibited three lines: Washburne's Patent Adjustable "O. K." Paper Fasteners, Frederick's Patent Adjustable Sanitary Eraser, and the Ries Patent Letter Opener. The fasteners are of brass and, although they make only a very small perforation, hold papers securely and do not protrude so as to catch on other papers. In connection with the demonstrations of the Sanitary eraser stenographers who visited the booth were presented with souvenir thermometers. The letter opener is a simple device which is hand operated and opens letters quickly and neatly.

James V. Washburne, president of the company, and J. J. O'Toole had charge of the booth.

PEERLESS CHECK PROTECTING COMPANY, 29 South La Salle street, Chicago, Ill., Booth 9. Here were shown the "Peerless" check writer and protector, and the "Security" check protecting machine. The "Peerless" prints in red, protected letters the words representing amounts, the machine, spacing automatically according to the length of the words. The "Security" prints on a check in protected letters the limit of the amount to be paid.

Charles D. Jones, the company's general agent, was represented at the booth by G. B. Harris and J. C. Brown.

RAPID ADDRESSING MACHINE COMPANY, 610 Federal street, Chicago, Ill., Booth 15. Exhibited the Belknap Rapid Addressing Machine in various models, by the use of which it is claimed that 3,000 pieces of mail, wrappers, circulars, envelopes, postcards, may be addressed in an hour. The stencils may be made by a typist on her machine. Among the new features of the machine are selecting devices for the use of publishers and others who may wish to print only part of a list of names, selecting them according to certain classifications.

E. B. Mason, in charge of the booth, was assisted by B. H. Daniels, W. J. Hollinger, E. L. Leighton, I. B. Maltby, John Hall and Miss A. Unger.

RAVENSWOOD OFFICE SPECIALTIES COMPANY, 1471 Irving Park boulevard, Chicago, Ill., Booth 70. Exhibited the "Rosco" Glass Desk Pad in various finishes and sizes. The pads are made for all types of flat and roll top desks. The bindings are made to match light oak, golden oak, weathered oak, and mahogany. The base of these pads is made of a high grade of binders' board, the edges built up and covered with heavy, cloth-lined leatherette. The glass top lies on an interior of rich green paper. Not only does this device furnish a constantly smooth and clean writing surface, but also provides a convenient form for filing memoranda to which one must refer often.

The exhibit was conducted by O. C. Schultz and W. R. Floto, assisted by local salesmen.

A. W. SHAW COMPANY, Wabash avenue and Madison street, Chicago, Ill., Booth 59. At this booth there were exhibited "System, The Magazine of Business," and "Factory, The Magazine of Management." Copies of the current number of System were distributed and there was on display the Business Man's Library. Also the noted "How" books, twenty-one in number, each devoted to a single specific line of business. In addition there was the library of correspondence containing reproductions of 553 actual letters and paragraphs which have been used with success in selling goods, collecting money, settling complaints, securing position, getting help, etc.

W. A. Clink, in charge, was assisted by Hugh G. Corbett, A. P. Ogilvie, J. M. Grace, C. C. Kennaugh, C. W. Davis and E. J. Hemel.

STANDARD RIBBON MACHINE COMPANY, Suite 300, Gaff building, Chicago, Ill., Booth 5. The Standard Ribbon Making Machine, which was exhibited by C. H. Babb at this booth, is a device for making inked ribbons in the office. One may quickly adjust

Booth of the Newton-Rotherick Mfg. Company.

the machine so that it will ink ribbons of any color. The device is simple in operation.

SULPHO-CARBON COMPANY, Suite 300, Gaff building, Chicago, Ill., Booth 5. Exhibited Sulpho-Carbon, a preparation for disinfecting and fumigating. C. H. Babb in charge.

STENOTYPE COMPANY, THE, 1023 Westminster building, Chicago, Ill., Booth 29. There were given at this booth demonstrations of taking dictation by means of the Stenotype, a new device which enables the amanuensis to take dictation as fast as given and in plain English type which may be read at any time later by any Stenotypist. The speed with which notes are taken on the machine was of particular interest to visitors.

District manager W. F. Sroufe was assisted in the demonstrations by J. F. Fish of the Northwestern Business College, Morton MacCormac of the MacCormac Schools, E. L. Virden of the Chicago Business College, and the following expert operators: F. C. Adams, E. M. Hiestand, B. H. Horne and B. K. Murchison.

UNDERWOOD TYPEWRITER COMPANY, INC., Booths 55, 56, 67, and 68. Exhibited various models of Underwood correspondence typewriters including one with a twenty-six inch carriage. There were also shown a label writing machine, several models of the computing machine, the billing and bookkeeping Underwood, and the Underwood rotary duplicator.

The exhibit was in charge of general sales manager J. E. Neahr. With him were the following: A. Wayrich, F. Robinson, W. F. Arndt, C. H. Belch, W. P. Keene, J. J. Kluge, F. B. McGough, J. W. Culpepper, E. P. Ryan, W. T. Simpson, A. G. Hintze and others.

UNIFILE MANUFACTURING COMPANY, 532-534 McCormick building, Chicago, Ill., Booths 27 and 39. Displayed the UniFile system of filing, which is advertised as a vertical filing system without drawers or guide cards. The UniFile system employs cabinets with curtain fronts. On the shelves of these cabinets are placed the UniFile units, which are made in both letter and cap size and are so constructed as to accommodate the regular vertical folders in which correspondence and documents are filed. The indexes or labels of this system are placed on the front of the units which enables one to see all of the special divisions or special labeling at one time, and involves merely the operation of pulling out a case to procure the correspondence desired. The UniFile comes in all sizes of cabinets as well as in sections.

The company also showed the Safe-Cabinet line of steel filing equipment, made by the Safe-Cabinet Company, Marietta, Ohio. A complete line of various sizes of the Safe-Cabinet equipment made an attractive exhibit.

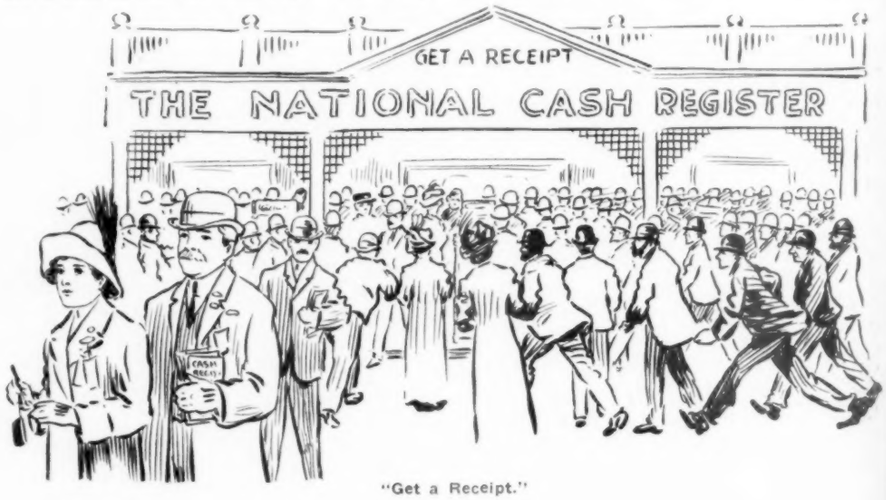
M. H. Moore, secretary and general manager of the UniFile Manufacturing Company, was assisted by the following demonstrators: R. D. Aldrich, G. W. Baker, J. D. Cook, E. King, E. A. McIlwaine, W. L. Morrison, O. P. Sundell, as well as R. Tuessing and V. Smith of the Safe-Cabinet Company.

WESTERN EFFICIENCY SOCIETY, THE, 1010 Advertising building, Chicago, Ill., Booths 81 and 82. "Efficiency, the Magazine of Efficient Management," was displayed, edited, and managed here during the business show. The booths were equipped with the latest and most modern efficient office devices and the display was known as "The Model Office." It was the headquarters of the Western Efficiency Society, which was represented by special committees the members of which explained the object of the society and the conditions of membership.

The following men were in charge of the booth and were assisted by various members of the Western Efficiency Society in turn: G. N. Briggs, M. J. Evans, H. P. Gould, H. H. Hall and H. B. Stone.

Seen from the Side Lines.

"Hand and his band" made a decided hit. One of the experienced office appliance men spoke the practically unanimous sentiment not only of the exhibitors but of



"Get a Receipt."

Your Problem

You want **accurate** figures and facts about your business, and want them quickly.

Pen or pencil figures give you no assurance that the records on your books agree with the figures from which they were posted.

The human hand or human mind may err.

Gathering facts and figures from books and records is a slow, expensive task.

Its Solution

The printed, unchangeable figures furnished by the National Office Register protect you against mistakes.

Classified accurate totals of different divisions of your business are obtainable in a moment—without extra work or effort on the part of bookkeepers or clerks.

The **speed** with which the National Office Register operates saves much clerical labor.

The **accuracy** of the figures and records it furnishes eliminates the trouble, worry and expense of errors.

The National Office Register is solving business problems in the store—the office—the factory, and it can do the same for **you.**

Write for more information

The National Cash Register Company, Dayton, Ohio

those who attended the show as spectators. He said: "That orchestra was excellent. I was mighty glad to hear the real music that it gave us instead of the continuous dose of ragtime that is usually presented at industrial shows and other similar functions."

* * *

R. D. Aldrich, of the Unifile Manufacturing Company, and Mrs. Aldrich are newlyweds, having been married less than a year. This fact was so evident, apparently, that the usher at the moving picture show in the annex spotted them immediately and took particular care to see that they were seated together and in a situation which was not too crowded.

* * *

Uncle Dan Saunders, of Saunders & Company, in his quiet way visited every exhibit and probably took away as vivid an impression of the business show as a whole as any man present. Incidentally, Mr. Saunders made himself universally popular. He has a regular David Harum smile and "a way with him" that compels the liking of everybody.

* * *

From the Multigraph booth throughout the show there emanated a current as from a highly charged dynamo. This was due to the fact that the Multigraph people had an exceptionally interesting exhibit in charge of both the Chamberlains and some of the other crack members of the American Multigraph organization. When L. W. Jared himself came on for a few days the voltage, or amperage, or whatever it is they call it in electrical parlance, went up several degrees.

* * *

Speaking of high voltages, Jared, Chamberlain, et al., were not the only ones who helped to create a strong current, for aside from the numerous strong and attractive Chicago lads who had charge of the different booths, there were W. W. Raymer, of New York, who visited around and was welcomed everywhere, and George Ed. Smith and Mr. McAlpin, of the Royal Typewriter Company. Mr. Button, of the home office of the Underwood, was also present for a time and was made welcome by the Underwood contingent.

* * *

Mrs. A. Rose, of the George B. Graff Company, sold an incredible number of silver-tip pens during the business show. Her sales were individually small, but their aggregate total netted a handsome sum. Her personal commissions on sales came to fifty dollars at the end of the week, and all her sales were made to people passing the booth of the George B. Graff Company.

* * *

A fountain pen company exhibited its pen and ink tablet, giving away lapel buttons with a catch phrase on the face and a number on the reverse side. Each holder of a button was entitled to guess the number of tablets in a glass jar on the counter, the winner drawing a fountain pen as a reward.

THE TYPEWRITING CONTESTS AND SIMILAR EVENTS

The Middle West typewriting contests held in the Coliseum Annex on Tuesday evening, September 9, during the sixteenth annual business show in Chicago, were among the interesting features of the exposition.

Shortly after 8 o'clock J. N. Kimball, manager of the International Typewriting Contests, and a corps of trained counters, started a large field of entrants in their endeavors toward one of the three speed and accuracy championships which were being contested: First, the half-hour Professional Contest, open to all. This consisted of writing from printed copy for thirty minutes. To the contestants with the first and second highest net averages were awarded, respectively, gold and silver medals. Secondly, there was the Middle West Typewriting Contest. This was open to all typewriter operators residing in Michigan, Ohio, Kentucky, Wisconsin, Indiana, Illinois, Missouri, Iowa, Minnesota, Kansas, Nebraska, South Dakota and North Dakota. In this contest also typists wrote for thirty minutes from printed copy and the rewards were medals of gold and silver to those averaging respectively first and second highest. The third contest for the Chicago City Championship consisted of writing for fifteen minutes from printed copy and was open to all who had been bona-fide residents of Chicago for at least one year prior to September 9. In this contest a silver medal was awarded to the winner and a bronze medal to the second highest. Below are given the results of the contests:

MIDDLE WEST TYPEWRITING CONTESTS FOR SPEED AND ACCURACY.

Professional Typewriting Championship.

Name and machine.	Gross.	Errors.	Penalty.	Net.	Net words per minute.
Bessie Friedman, Underwood	3,664	24	120	3,544	118
Bessie B. Linsitz, Underwood	3,515	50	250	3,265	109
Rose Bloom, Underwood	3,549	61	305	3,244	108
Wm. F. Oswald, Underwood	3,450	76	380	3,070	102
Thos. J. Ehrich, Underwood	3,444	78	390	3,054	102
Fred Jarrett, Underwood	3,284	81	405	2,879	96
Corine Bourdon, Underwood	3,176	101	505	2,671	89

Middle West Typewriting Championship.

Bessie B. Linsitz, Underwood	3,515	50	250	3,265	109
Rose Weiss, Underwood	2,944	94	470	2,474	82
C. E. Mallery, Underwood	3,267	229	1,145	2,122	71
Mary Parker, Underwood	1,921	100	500	1,421	47

Chicago City Championship.

Winifred Kenna, Underwood	1,409	30	150	1,259	84
Helen Freund, Underwood	1,384	52	260	1,124	75
Dorothy Linder, Underwood	1,548	87	435	1,113	74
Ella Anderson, Remington	1,306	40	200	1,106	74
Elsie Landock, Underwood	1,325	46	230	1,095	73
Effie M. Nelson, Underwood	1,325	50	300	1,025	68
George E. Church, Underwood	1,375	70	350	1,025	68
Bertha Berkowitz, Underwood	1,264	68	340	924	62
W. H. Blythe, Underwood	1,358	89	445	913	61
Anna O'Brien, Underwood	964	24	140	824	55
Edith Muller, Underwood	1,503	164	820	683	46

On Wednesday evening, September 10, medals were awarded to successful typists as follows: Professional Championship—First prize, a gold medal, presented to Bessie Friedman, who broke a world's record by writing 118 words net per minute; a silver medal as second prize was awarded to Bessie B. Linsitz, who wrote 109 words, net, per minute. Middle West Championship—Gold medal to Bessie B. Linsitz, whose record won her both first place in the Middle West contest and second place in the open professional contest; the silver medal for second place in the Middle West contest was awarded to Rose Weiss. In the Chicago City Contest Winifred Kenna won first place and a silver medal, and Helen Freund a bronze medal for the second highest average.

Interest in typewriter contests was stimulated by the offer of the Annual Business Show Company, who conducted the contests, to give $1,500 in gold for the best post card essays on the importance of typewriter speed and accuracy. The company is of the belief that in future international contests the record for the net number of words per minute written on the typewriter will be materially increased.

Don't hasten the clock; it will neither hasten nor hesitate in its movement.

A WORLD'S RECORD BROKEN.

It is interesting to note that at the sixteenth annual business show held at the Coliseum, Chicago, September 8-13, inclusive, there was broken not only the world's record for typewriting from copy, but also the world's record for typewriting from matter dictated by a phonographic record. The new record was established on Wednesday, September 10, by Thos. Ehrich, a New Yorker, on the Underwood Speed Team.

Mr. Ehrich has advanced the record to ninety-five words per minute. This is a most remarkable record when we consider that but a few years ago the record speed for typewriting from copy was less than that established for machine dictation September 16, and one must take into consideration the mechanical features of the dictating machine, the necessity for starting, listening, stopping, repeating, etc. Still more remarkable does the record seem when we are told that the matter which was dictated to the machine at a rate of one hundred words per minute was entirely new and that Mr. Eyrich had never before heard the dictator's voice on the cylinder.

SPRINGFIELD CONVENTION COMMITTEES.

Frank B. Towne, head of the local convention work at Springfield, Mass., has appointed the following list of local committees to look after the details of the convention:

Holyoke Day Committee.

R. A. Wight, care American Writing Paper Company, Holyoke, Mass.; S. E. Whiting, care Whiting Paper Company, Holyoke, Mass.; H. M. Taylor, care White & Wyckoff Mfg. Company, Holyoke, Mass.; D. E. Paris, care Hampshire Paper Company, Holyoke, Mass.; F. T. Burkhardt, care Parsons Paper Company, Holyoke, Mass.; Geo. A. Savoy, care National Blank Book Company, Holyoke, Mass.

Finance Committee.

W. D. Day, chairman, care United States Envelope Company, Springfield, Mass.; Edw. N. White, care White & Wyckoff Mfg. Co., Holyoke, Mass.; Franklin Weston, care Byron Weston Company, Dalton, Mass.

Golf Committee.

W. D. Judd, chairman, care Carew Mfg. Company, South Hadley Falls, Mass.; F. O. Hansen, care Plymouth Paper Company, Holyoke, Mass.; C. M. Phelps, care Parsons Paper Company, Holyoke, Mass.; H. J. Ferry, care National Blank Book Company, Holyoke, Mass.

Match Play vs. par cup W. D. Judd, Kicker's handicap cup F. B. Towne.

Banquet Committee.

A. P. Hawley, chairman, care American Writing Company, Holyoke, Mass.; Geo. C. Whittemore, Boston, Mass.; H. K. Baker, care G. & C. Merriam Company, Springfield, Mass.; W. D. Judd, care Carew Mfg. Company, South Hadley Falls, Mass.; Geo. A. Savoy, care National Blank Book Company, Holyoke, Mass.

Publicity Committee.

D. E. Paris, care Hampshire Paper Company, South Hadley Falls, Mass.; C. W. Deardon, care Strathmore Paper Company, Mittineague, Mass.; F. N. Webster, care American Writing Paper Company, Holyoke, Mass.; S. Robert Hart, care United States Envelope Company, Springfield, Mass.; H. M. Strong, care National Blank Book Company, Holyoke Mass.

Hotel and Transportation Committee.

F. L. Wood, care United States Envelope Company, Springfield, Mass.; R. A. Wight, care American Writing Paper Company, Holyoke, Mass.; H. K. Baker, care G. & C. Merriam Company, Springfield, Mass.; H. R. Johnson, Springfield, Mass.; S. Robert Hart, care United States Envelope Company, Springfield, Mass.

THE VICTOR TYPEWRITER

(Model No. 3)

IS ENDORSED BY EVERYONE WHO USES IT

The Business Man Endorses It

because it will outwear two or more ordinary machines and also makes the appearance of his correspondence a credit to his company.

The Operator Endorses It

because its action is pleasant, light and quick and it does not get out of alignment; she is never criticised for typing ragged looking letters.

The Agent and Salesman Endorse It

because it is the one simple, durable, accurate typewriter and has so many genuine improvements and advantages that it has earned the reputation of being

"All that is best in a writing machine"

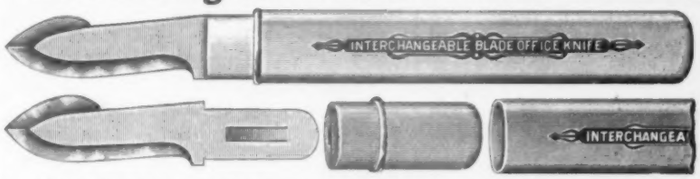
We have a few splendid opportunities for "live-wire" agents.

VICTOR TYPEWRITER COMPANY

812 Greenwich Street, New York, N. Y.

European Office, International Building, Kingsway, W. C., London

Interchangeable Blade OFFICE KNIFE



An Ideal Combination of Ink Eraser and Pencil Sharpener.

Indispensable to every user of a pen or pencil.

Price 35c each. Extra blades, 3 for 25c.

Liberal Proposition to Dealers and Agents.—WRITE NOW

W. THORSELL, Palos Park, Ill.

THE EMERALITE DESK LAMP

WITH GREEN GLASS SHADE
THE BEST LAMP FOR OFFICE OR HOME

"KIND TO THE EYES"
Does Not Tarnish or Collect Dust
Made in many patterns for any location.
Send for our Emeralite Booklet with prices.
H. G. McFADDIN & COMPANY
44 Warren Street New York

AGENTS WANTED

In every business office there is some sort of a list of names that is addressed at regular intervals.

Every business office would buy an addressing machine if addressing machines didn't cost so much money.

We have just perfected a $35.00 addressing machine that will address 1,500 envelopes, circulars, etc., per hour.

If you have an office appliance trade, we would like to give you the agency for this little $35.00 machine.

If you are interested, write to The Elliott Addressing Machine Co., Cambridge, Mass., for further details.

LEADER IN TYPEWRITER RIBBONS

SKETCH OF LIFE OF CHARLES R. PALMER, OWNER U. S. TYPEWRITER RIBBON MANUFACTURING COMPANY.

AN AMERICAN WHO HAS MADE GOOD IN THE SPECIALTIES FIELD.

THE gentleman whose picture appears on the frontispiece of this issue of Office Appliances is Charles R. Palmer, owner of the United States Typewriter Ribbon Manufacturing Company of Philadelphia, Pa.

Mr. Palmer was born at Leroy, Bradford County, Pennsylvania, February 20, 1865. He is descended from sturdy New England people, the first members of the former family emigrating from England to America in 1621. He is therefore essentially an American by birth and breeding. Mr. Palmer's parents were prosperous farmers and he was raised on the farm and from early youth was accustomed to handling, breeding and training horses and other livestock, and to living the outdoor life, which included sport with the dog, the gun and the rod. From early childhood therefore he laid the foundations of the cool judgment and self-reliance as well as the sturdy physical health that proved so essential in the creation of his after life.

Mr. Palmer left his country home and entered upon his business career at Philadelphia in 1889. One of his first positions was as salesman for the Remington Typewriter Company. Within a year after having taken this position he was made manager of the Philadelphia Typewriter Exchange, the only business of the kind then in existence in that city and with but two competing exchanges in the world; one in New York City and the other in Chicago. After three successful years in the management of this exchange, Mr. Palmer launched a similar business for himself, locating at 802 Walnut street, Philadelphia. Under his energetic and correct methods the business proved successful from the outset. Within three years from the organization of this new business he had personally visited nearly every large city in North America and had established a wholesale and jobbing business with goods of his own brand, at the same time carrying on a flourishing retail trade in his home city. By this time Mr. Palmer was firmly entrenched in the foreign markets with agencies at London, Liverpool, Glasgow and one or two large cities in Continental Europe. By the year 1900 his trade had assumed such proportions as to warrant his entering the field as a manufacturer. He therefore purchased the ribbon manufacturing plant at New York City theretofore operated by the Haley Ink Company, originators of the well known U. S. brand. This plant he removed from New York to Philadelphia and at the end of the first year, under Mr. Palmer's management, the output of the plant was increased fivefold over that of the most prosperous year of its previous history.

The Philadelphia home of the U. S. Typewriter Ribbon Company was first at 819 Walnut street and was kept separate from Mr. Palmer's retail business, but in 1907 it had grown to such proportions that it was necessary to remove it to its present quarters at Sansom and Eighth streets. At this time the manufacturing business had grown so as to claim all of Mr. Palmer's time and attention and the retail exchange was for this reason discontinued.

Owing to the outdoor life of his early years Mr. Palmer has always been extremely fond of outdoor sports. He is an ardent and successful fisherman and hunter of big game. At his home may be seen many splendid trophies, visible reminders of the happy days spent in the forest and on the stream, and perhaps these help him to obtain that characteristically youthful spirit and genial fellowship which have endeared him to a host of friends in America and in Europe. Always in his travels up and down the world and in his own City of Brotherly Love Mr. Palmer has advocated the doctrine of "build your own foundations" (own brand) and hundreds of dealers far and wide owe him something for their success with the U. S. brand of typewriter supplies. The principal aim of the U. S. Typewriter Ribbon Manufacturing Company has always been to make merit the chief consideration in the goods. And this fact lies at the foundation of the successful business which Mr. Palmer has achieved during the last decade and a half.

NEW DICTAPHONE MANAGER.

A change has taken place in the management of the Dictaphone department at the San Francisco headquarters of the Columbia Graphophone Company, Mr. Murray having resigned. His successor is James Ferguson, who was formerly principal of the Polytechnic High School of San Francisco and prior to that was connected with a large typewriter establishment of this city.

Cutler

Any fundamental type of scientific, commercial or professional filing may be had in these desks. Every clerk, office manager, department head, salesman, doctor or lawyer must have an orderly receptacle for indexed cards or documents, bill-heads, commercial reports or catalogs ,etc.

Cutler

This type of desk combines a handsome and durable piece of furniture with the most practical and economical interior.

A multitude of combinations, inexpensive and simple.

All files interchangeable and priced alike.

Economy of space, of time, of effort and of money is hereby made possible.

Write for catalog and agency plan.

Adjustable File Desks

INTER-INTER—Licensed by The Macey Co., under Tobey Patent, June, 1907.

Cutler Desk Co., (1824) **Buffalo, N.Y., U.S.A.**

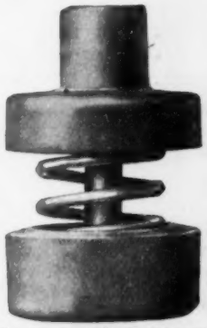
Will not wear out like cheap devices

TURTON'S

Spring Cushion Typewriter Feet

Stop That Vibrating Noise

by eliminating desk and table sound



Guaranteed for five years

If you don't believe (we didn't until it was proved to us) that the Shock Absorbers will:

Save 25% on Ribbons and Carbons
Double life of machine
Reduce noise 50%
Soften the touch
Make possible more and better work
And not cost money but **save it**

If you don't believe these things send for a set and satisfy yourself.
Thorp & Martin Co. guarantees this article.

Thorp & Martin Company, Boston, Mass, U.S.A.

Parts, Platens, Tools and Supplies

BUSINESS CHANCES IN SOUTH AMERICA

EXTRACTS FROM ADDRESS BY A. E. ASHBURNER, FOREIGN SALES MANAGER AMERICAN MULTIGRAPH SALES COMPANY.

DELIVERED BEFORE THE EXPORT CLUB OF THE CHAMBER OF COMMERCE AT CINCINNATI AND PUBLISHED IN THE LAYMAN PRINTER.

A LARGER percentage of the trade in Latin-America is rightfully ours, primarily for the reason of our proximity to these markets.

The predominance of England and Germany in the Latin-American markets is due almost entirely to the fact that they began long ago to solicit the trade in these countries, and when they got a foothold they proceeded to serve this trade with some intelligence, and in this way gradually increased their foothold, so that today the real advantage of their priority in the Latin-American market lies in the more highly developed commercial machinery which this older commerce has called into being, and which has in turn served to enlarge and perpetuate that commerce.

I refer to international banking, shipping and mercantile corporations. These are all creations of trade rather than creators of it. All this machinery we need now in the further development of our foreign commerce.

You will agree that banks and steamship lines are not philanthropic institutions. A bank cannot prosper if it must create conditions by which it exists. Neither can a steamship line show dividends if it must create a market for its cargo over-seas and a market for its return cargo.

It has just been within the last few years that the exports of our manufactured products have exceeded those of our food products. This is certainly most encouraging and shows to my mind the attention which is now being paid to export trade by American manufacturers.

I have made the statement that both England and Germany served the trade in Latin-America intelligently. We, as American manufacturers, have to my mind more than the average amount of intelligence, but in some cases our egotism runs away with our intelligence.

There is an expression in South America which I have heard many times, "egotistical as the American manufacturer," and I believe that, until we are more open and broad-minded in our dealings with foreign markets, our trade, particularly in Latin-America, will only increase by the slow process of years. Speaking of egotism, I met a perfectly good Cincinnati man who is in business in Buenos Aires, and a man who is held in the highest esteem by Argentines and foreigners alike, who told me: "When I get up to the States again, I am going to take some of the d——— egotism out of our manufacturers."

It would pay our government to send for James A. Wheatley and let him take some of this egotism out of our manufacturers. You will admit that we don't make all the best goods in the world. There are other nations that make equally as good goods as we do, but to read some of the correspondence and see the terms offered by our manufacturers, you would think that for the foreign buyer's existence it was necessary for him to purchase American products.

We, as American manufacturers, have been told for years what not to do in export, but never have been told what to do, and I am really going to have my nerve with me when I say that the first thing to do when you go into the export field and you have a trade-mark that is valuable to you is to have that trade-mark registered. That is a subject that should never be overlooked. There are many concerns in this country today that are sorry they did not give more attention to this matter years ago.

Priority of registration gives all rights to a trade-mark, particularly in the Argentine.

Let us look at this question as far as possible from the standpoint of the one who has misappropriated your trade-mark. In all probability this gentleman may have been selling your goods in the Argentine, and it is quite possible that he has done a very great deal of initial ground-breaking work for you to establish your goods on the market. He is in very close touch with local conditions and knows that there is an increasing market for your product. So, for his own protection, he registers your mark. The time comes when you find your business growing to such an extent you decide to open your own offices, or, perchance, the concern has not produced for you sufficiently, and you are about to make the change.

You find, gentlemen, that you actually cannot sell your own goods in the Argentine. Why? For the reason that by priority of registration your former agent controls your mark exclusively.

There is nothing that can be done. You can't blame him. He is business man enough to protect himself. It is you who are to blame, for this is a matter that you should know and have attended to before you ever entered this market.

Deliveries are, to my mind, one of the most essential points in export. My advice is, don't go into export if you can't make deliveries. A foreign department should always have preference over your domestic sales organization. You are not making a delivery when you put your goods on a steamer, if you really happen to catch that steamer. Your goods in many cases are not delivered for several months owing to delays in custom house, etc., etc. So this is a very essential matter, for a delay in New York, as missing a steamer, means more than the average man has any idea of. One more point:

How many of you would care to buy your pig iron and pay for it three months in advance of actual delivery? Would you consider that you could conduct a successful business on a basis of this kind?

That is just what we expect many of our foreign buyers to do.

I will be frank with you when I say that personally I would much prefer to trust many concerns in South America in preference to some of our manufacturers, particularly so after I have seen some of the deals that have been put over the foreign buyer.

I have been very much interested in the attitude of South America in respect to the Monroe doctrine. I was not surprised to find in talks with many prominent business men that there was more or less of an opinion that we, the United States of America, what right had we to police the entire Western Hemisphere?

There is a certain amount of truth in this, gentlemen, you will admit from past history. We will admit that Latin-America has come under the protecting wing of the Monroe doctrine, and, while it has served its purpose well, many of the countries in South America now are large and strong enough to assume a certain proportion of the responsibility of the Monroe doctrine. And I personally feel that, were it possible to bring together special diplomatic representatives of these countries for the framing of a doctrine of equal importance to the Monroe doctrine and of similar import, that it would place on the shoulders of these countries a responsibility that they are now strong enough and large enough to assume and thus divide this great responsibility. This would be of inestimable value to us in our commercial relations in all of Latin-America. We as a nation have much to be proud of, for statistics show that in any of the countries of Latin-America our trade is progressing consistently, while both Germany and England are losing ground in these markets, which, to my mind, unquestionably will be the greatest import markets of the world.

The "Best Seller"

at many Stationers' Stores

Weis No. 421

Made to Sell --- And Stays Sold

No. 421

Here is a line of filing devices that merit your heartiest recommendation. Serviceable, satisfying cabinets made to accommodate all standard sizes of cards, office forms, letters, invoices and cap size papers in all capacities—arranged as your customers want them.

In Letter and Legal Cap sizes we furnish cabinets with two, three or four drawers: Invoice size in two to five drawer heights.

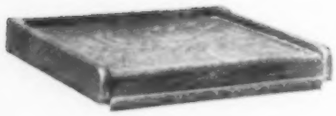
All Solid Oak, with everlasting roller bearings under each drawer. The drawer sides are full height—drawers are dust proof and have automatic locking follow blocks. Sixty (60) screws in each four drawer file—with glue and special machining make these files almost wear-proof.

You simply can't get better value—from either your or your customers' standpoint, than this line offers.

This shows the heights of cabinets furnished in the Letter, Legal Cap and Invoice Sizes.

The Weis Manufacturing Co. 162 Union Street **Monroe -:- Michigan**

New York Office—75 John St. (Near William) *Address Mail to Factory* Chicago Display—511-515 S. Wabash Ave.



A Few of the Twentig
Compact hg

A Section for Almost Every Office Need. Ample Capacity for Average Requirements

The sections are built to fill the needs of the smaller offices and of the private offices in large institutions.

A single section on a desk may be added to as required, until a stack for a floor base is accumulated.

Each drawer is designed to give the maximum filing space preserving ample strength for the load it may be called upon to carry.

From 28 kinds of sections almost any desired combination of filing space may be economically assembled.

These sections are not high priced—they cost less than other similar makes, are of more pleasing appearance, more durable construction and will give your customers better service than any other kind.

Built to Build on

The sections are interlocked as they are set into place. An automatic catch prevents the sections from tipping forward when a drawer is drawn out.

Sections measure 18 in. wide and are 15 and 24 in. deep. They fit almost any corner, utilizing floor and wall space hitherto unavailable for filing.

Business Batteries For Busy Business People

You Should Have Our Salesmen's Catalog

In this we combine our catalogs of (1) Filing Devices and Stationery Specialties, (2) Sectional Display Cases—the most modern, practical and economical store fixtures, and (3) Sectional Bookcases, of which we make two complete lines. Both Sliding and Receding Door styles are shipped knocked down, insuring lowest possible freight rates and economizing your ware-room space.

You may know *some* Weis products—we want you to know them all.

Get Weis Catalogs

ntight Kinds of *Weis*
t hg Sections

Solid Quartered Oak, Handsomely Flaked---Beautifully Finished, also Birch Mahogany

These high grade sections are as well designed, constructed and finished as it is possible for us to make them—price considered.

Every precaution is taken to have them made right, so they will give your customers the most efficient service. Sections are finished all four sides so they may be used away from the walls and look well.

Quartered Oak Sections are stocked in Golden Dull finish but also furnished in the now popular Natural, Mission, and Fumed finishes. Label Holders and Pulls are solid brass of pleasing design.

Little Sections for Big Purposes

Stack Beside and Align With *Weis* Horizontal Line Sections

These Compact Sections follow the same design as our justly popular Horizontal Line Files. Almost any length of floor or wall space may be uniformly equipped with one or with both these lengths.

Have You Seen *Weis* Sectional Bookcases?

Catalog "H" shows our two most complete lines. We earnestly urge you to investigate our Sliding Door Sections which (we think) have no equal for law or mercantile office use. All superfluous parts are absent. All vital parts are amply strong. We've cut down material and labor by eliminating the unnecessary—thus making the price low.

Weis Receding Door Cases are of Sterling quality—of handsome appearance and consistently low in price.

The *Weis* Mfg. Co.
162 Union Street
Monroe -:- Michigan

New York Office
75 John St. (Near William)

Chicago Display
511-515 S. Wabash Ave.

Address Mail to Factory

Weis Sundry Items

Popular Sellers Illustrated

Merry Xmas Packages

of pleasing appearance contain a Weis Cooking Recipe Outfit in any one of the popular

No. 537—Now wrapped in Holly Paper

finishes listed. Have an extra outside wrapper to keep the handsome embossed holly paper clean until you hand the package to the proud purchaser.

Better add a few to your next Weis order, Santa Claus will soon be here.

Promotes Neatness

A Stationery Cabinet appeals to the systematic office person, not only because it supplies an accessible place for the current supply of paper, but because it *saves paper*

No. 140—Open

and looks attractive. Too much of a whole package of stationery is wasted through exposure to sun and dust. Keep the amount needed for a few days in a handsome Stationery Cabinet—it pays.

Quartered Oak in popular finishes and Birch Mahogany. Reasonably priced.

Fibre Board Card Indexes

Fibre Board Card Indexes as we make them are almost as serviceable as wood. The tough binder's board we use with its strongly reinforced corners, is not easily broken. Black agate paper covering is neat and serviceable. 3x5, 4x6, 5x8 and 4x9 sizes, made with round rods and follow blocks.

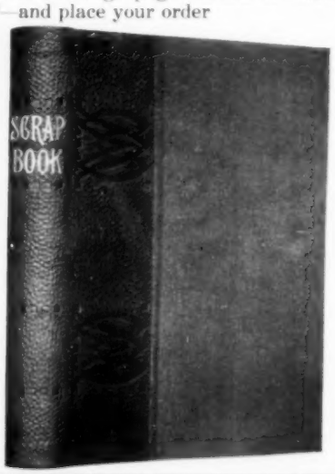
Put them on your "Want List"—and include with your next Weis order.

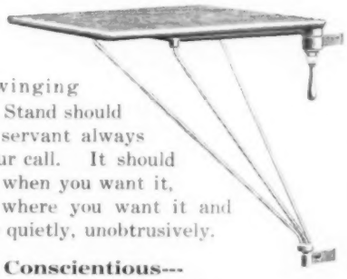
No. 35

Lifetime Scrap Books

All Weis Scrap Books are made according to the same "recipe". The leaves are glued and riveted into solid wood backs. You can't pull out a leaf without *tearing* it. They give service and they look well while they are doing it. There are eight kinds of bindings and three sizes. A few samples on your shelf will sell easily and make satisfied customers.

Get the catalog—pages 78 and 79—Section "F"—and place your order





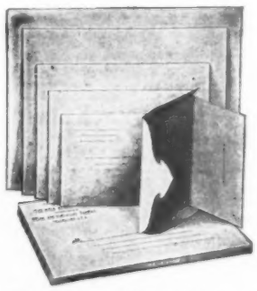
A Swinging Desk Stand should be a servant always at your call. It should come when you want it, stay where you want it and retire quietly, unobtrusively.

Conscientious---
Unpretentious

Weis Swinging Desk Stands

are all this and more. They increase the desk room but do not occupy floor space. They swing freely—unless you set the Locking Device, then they stay where they are put. No vibration, no danger of collapse. Shipped K. D., compact in corrugated box, for Parcel Post reshipment.

We'll gladly tell you more about them—and name attractive prices on small quantities.



Full Protection Enroute

The photographs, cards, calenders, folders, catalogs and pictures sent by your customer friends should have the protection of a Weis Security Mailer while in transit through the mails. Security Mailers bend but they do not break easily.

Made in many sizes at reasonable prices.

Let us send you our catalog in a Security Mailer—you'll see how they look when they've been through the mail—and the catalog will show no wear.

The Weis Manufacturing Co.

162 Union Street

Monroe, Michigan

New York Office—75 John Street (Near William)
Chicago Display—511-515 S. Wabash Avenue

Address Mail to Factory

THORP & MARTIN COMPANY BUYS TURTON DEVICES.

The Thorp & Martin Company of Boston has just concluded arrangement with C. M. Turton, taking over the manufacture and sale of "Turton's Spring Cushion Typewriter Feet" and "Drop-Lock Desk Attachments." These appliances will continue to be sold under their present name.

Mr. Turton has considerable business interests in the West, chiefly consisting of mining properties in California and Arizona, recent development work on one group of claims having resulted in the uncovering of very large and valuable deposits of copper and gold.

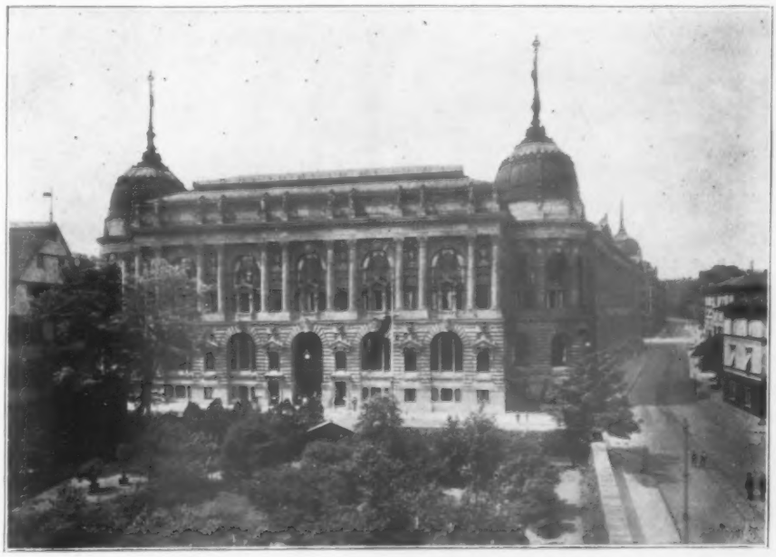
While Mr. Turton has met with splendid success in the sale of his equipment, having established a large foreign as well as domestic business, because he could not handle both mining and manufacturing at the same time, he decided to sell this business and will shortly return to California and take personal charge of his mine.

The appliances heretofore manufactured by C. M. Turton in Nashville are now being manufactured by the Thorp & Martin Company at Boston, and as the stock has already been transferred from Nashville to Boston, there will be no interruption or delay in filling orders.

THE HOME OF THE STUTTGART BUSINESS SHOW.

The beautiful structure shown in the accompanying illustration is the Royal Agricultural Exhibition Hall in Stuttgart, Germany. The building is located at Kanzleistrasse 19, and is open free to the public weekdays from 10 a. m. to 12:30 p. m. and from 2 p. m. to 5 p. m.; on Sundays, from 11 a. m. to 3 p. m. In this building there was held from July 26 to August 12 the business show concerning which a full report is given on page 70 of the September Office Appliances. This report was prepared by Fred Pinhard, manager of the firm of A. Beyerlen & Co., Eugenstrasse 10, Stuttgart.

The company was established about thirty years ago and is one of the oldest German typewriter dealers. The founder of the company, A. Beyerlen, who died last year, introduced into Germany one of the first American typewriters, a machine which was then little known even in America. Later he negotiated for the Yost typewriter agency because he was convinced of the mechanical excellence of that machine. In fact, he was always known as a champion of the Yost and personally thought it the best machine on the market, an opinion which involved him in numberless discussions. Through all, however, he proved himself a man and a gentleman, and for his sake the trade who knew him wish every success to Mr. Pinhard and his colleagues who are now carrying on the business so ably begun and developed.



ROYAL AGRICULTURAL EXHIBITION HALL, STUTTGART, GER-MANY.

TYPEWRITER CONCERN MAKES BIG SALES.

The Typewriter Exchange, H. C. Ribble, manager, Regina, Sask., Canada, states that business conditions in that province during July and August were very pleasing. The company's sales were heavier than they have been at any other similar period. Collections, however, owing to the condition of the grain crop, were poor.

PART OF THE FORCE OF THE TYPEWRITER EXCHANGE.—H. C. Ribble, manager; Miss K. Oliver Vaughn, cashier; Miss Pearl Gibson, stenographer; E. H. Kesterton, repairman.

A view of the front of the company's store is shown herewith. The picture includes several members of the staff. Mr. Dearing, Western representative of the Carter's Ink Company, was a recent visitor.

WILL GIVE INFORMATION ON PORTO RICO.

Asociacion Comercial de San Juan, P. R., will gladly give any information to subscribers and advertisers of Office Appliances concerning conditions in the Island of Porto Rico. The address of the organization is at Apartado No. 622, San Juan, P. R.

CRESCENT COMPANY ADDS MORE MEN.

The Crescent Brass & Pin Company of Detroit, Mich., manufacturers of pins for the stationery trade, recently added two men to the company's staff of traveling men. A. Ernest Wallace now covers the territory including Arizona, Western Texas, New Mexico, Colorado, Utah, Idaho, Oregon, Washington and California; and Mert. M. Morris visits the trade on the Pacific Coast.

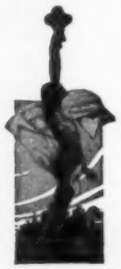
STACE EXHIBITS AT HOUSEHOLD SHOW.

Joseph H. Stace, "The House of Specialties," Milwaukee, Wis., is pushing his business in a very live way. Stace is a specialty man in all sorts of office and factory appliances and advertises to the manufacturers and jobbers in Wisconsin as "your purchasing agent extraordinary." He took advantage of the Household Show held at the Milwaukee Auditorium, September 22 to September 28 and exhibited in a good booth space of his own; the purpose being to get in touch with a very considerable percentage of business men who attended the show. Mr. Stace displayed and demonstrated at the show many kinds of devices including the "Detroit" Tape Sealing Machine, showing the use of gummed paper tape for fastening packages; the Ideal Stencil Cutting Machine, which is claimed to be the latest improved stencil cutter on the market; the Junior Signagraph, a modern device for signing numerous checks with exact signatures at one operation; the Feedograph, an attachment for typewriters used to increase the output of the stenographer by automatic feeding of envelopes and paper into the machine; the Multi-Rate, a new device for quick calculation of payrolls; the full Sealograph and "Acorn-Thexton" lines of envelope sealing machines; the Lightning Letter-Opener running at its fullest capacity; "Blitz," a cleaning cloth of great merit; the "Indexo" Rubber Toothbrush, claimed to be the only sanitary toothbrush on the market; a full line of the Barrett Adding Machines; the Boston Pencil Pointer; the Rosco Glass Desk Pad, a neat little proposition used in place of desk blotters; Ideal Window Ventilators, and numerous other lines of modern office and factory specialties.

Stace is a good example of the "live wire," "get there," specialty man. He is building a successful business and his experience ought to be a source of inspiration to others in the same line in various parts of the country.

THE MAN WHO BOSSED JOHNSON

THE OLD SALESMAN PUTS THE KID ON THE RIGHT TRACK.



A STORY OF SELF CONTROL FROM THE AMERICAN JEWELER.

THERE'S a lot of talk about success in life printed nowadays. Some of it is pretty good and I suppose it does much good—a lot of you fellows need considerable trimming anyway. But, to my mind, they don't any of them reach down to the root of the matter like my first lesson did. You fellows talk about the scarcity of good men; tell how you are driven to secure foremen that know more than the men they've got to boss; how scarce superintendents are; how good salesmen are worth their weight in gold and all that sort of thing. I suppose it encourages some who are already on the right path, so that they'll keep on improving themselves a little; but it doesn't go to the root of the matter. It doesn't start a crop of lively youngsters who will all be fit to take the places of us fellows with white hair—or with no hair, like me.

"Now, I ain't worrying any on that score," continued the old man, lighting a Havana and smiling at the group of travelers in front of him in the hotel. "I've got a lively crop of youngsters in training back at the works, and I've given some of them away, or rather loaned 'em out. I'm keeping my eye on 'em and I'll get 'em again just as soon as they have got a little riper. You can't make a salesman or foreman or superintendent out of every man you pick up; but you can make good ones out of a surprisingly large proportion of the boys of today if you start 'em right, give 'em the proper mental training and lots of practice like I got."

"Give us the recipe, uncle," said the red-headed jewelry drummer. "I'm needing more salary myself, and I'm looking for points."

"Away back in—well, never mind, it's a good while ago—I was a red-headed kid in a machine shop, and I guess I was pretty bumptious. I was about eighteen and had nearly served my time and wanted a foremanship worse than I wanted anything else in the world. You laugh at my wanting to be a foreman before I had finished my time, but if the truth was known, that's about the ideal of every cub at that age. They don't say so—I didn't then—but that's about it, and it's good, legitimate ambition.

"We had a traveler who sold about all the product of the shop, and it was currently reported that he had graduated from the shop and was getting three thousand a year and doing just as he pleased. Every time he came in from the road he would come out in the shop, give cigars to the foreman and super. and shake hands with every man and boy in the shop. Then he would go around again with the old man discussing the work and looking after the details of his orders, and what he said always went with the old man. You'd think that he owned the shop and the old man was super. if you didn't know. Well, I looked on Van as a prince. When I got tired of imagining myself as foreman I would sometimes wonder if I would ever earn as much as Van, $3,000 a year! And I was getting $1.60 per day. Three thousand dollars was untold wealth to me.

"One morning I was in a fearful temper; discontented with myself and the world; some of the men had sprung some old gags that morning and I had bit on all of them. Naturally that hadn't helped any. Van came up behind me and blew a cloud of smoke, making me cough. I picked up a wrench, but when I saw it was Van I dropped it and laughed; nobody could get mad at Van.

"'Well, Reddy,' he said, 'when are you going to be foreman?' Then he sat down and drew me out. Finally he said, 'You can be foreman, either of this place or some other, just as soon as you've had sufficient practice in bossing men. Everybody wants foremen and superintendents and salesmen, and all you've got to do is to start in and practice just as you did on the lathe and planer.'

"How can I practice? I'm only a cub here; everybody tells me what to do and I've got to do it. They can practice on me alright—most of them are doing it good and plenty. How am I going to get anyone to practice on?

"'Well, Reddy, there's one man whom you can practice on; that's Johnson,'

"Me?

"'No, not you, but Johnson. Every man has two pretty distinct personalities in the one body. One is energetic, ambitious, likes to do right and get along—that's you. The other is careless, shiftless, lazy and fond of a good time—that's Johnson. Now, what you've got to do is to learn to boss Johnson and you'll find it will take a lot of practice. When you get so that you can boss Johnson successfully—keep him right up to the mark all of the time and keep him good natured about it—then, and not till then, you'll have the skill and practice to boss more than one man. Now, there's the man for you to practice on. Will you do it? Shake! I feel sorry for Johnson, for he'll have to stand it. I'm going to be around here for a week and I'll start you right. I'll tell you what to do and you tell Johnson just as the old man gives his orders to the super. that completes the chain and makes it a working agreement.'

"Well, I was boy enough so that the idea tickled me. Van would come around and say, 'Reddy, tell Johnson to do this, and keep after him; see that he does it.'

"In the course of a week I began to like the game. I also found out a lot of things I had never suspected. As Reddy, the foreman, I used to jack myself up as Johnson, the workman, and according to Reddy, Johnson was a good deal of a slob. Van went on the road and I kept after Johnson day and night. I ordered him to bed and ordered him up. I checked up his work and I made him study. As Reddy, the foreman, I thought less of myself as Johnson, the workman, until my opinion of Johnson was at a pretty low ebb. I noticed that the old man was watching me a good deal, and I began to be afraid that Johnson would get fired, so Reddy drove Johnson harder than ever.

"One night I went to a show, and before the curtain rose I heard two people talking in front of me. One had been away, and he said: 'How's Reddy Johnson doing?' 'Fine,' said the other; 'he's assistant foreman at the shops now, in charge of the erecting, with from three to ten men under him all the time.'

"I heard no more of the play. Was I foreman? When did I become foreman? How long had I been foreman? When the new wing was put up six months before I was put to work in it with some helpers and my wages had been raised then. Yes, I had been foreman for six months and was so busy bossing Johnson I hadn't noticed it. Had to have outsiders tell me about it.

"Six months later I was offered a superintendency of another factory at double the wages, and the firm advised me to take it, saying I could come back if I didn't make good. That aroused all the fight in me, and I made good. I think every red-headed man is sensitive to insiniuations.

"I kept on bossin' Johnson until I made a salesman out of him. Now I own some works myself. I am as far ahead of Van's $3,000 a year as I was behind it when I started. I haven't had a salary for twenty years. In my own works I have got a number of kids that have started to practice on themselves till they are able to hold a foreman's job, and there are numbers scattered around getting experience that I'll get back when I want them. The scheme is working as well with them as it did with me. You see it's fundamental. It starts the

As Good as Any—Better than Many

JOHN ALLEN & CO.

478-480 Pearl Street, NEW YORK

Manufacturers of

Carbon Paper

Typewriter, Pen, Pencil and Full Carbon.
Guaranteed Non-Smut.
Long-lasting, Clean Writings

Typewriter Ribbons

For all makes of machines. Will give best service and insure satisfaction to users.

Write For Samples and Prices.

Hunt Hangers Hold

TRADE MARK

Pat. applied for

BECAUSE

the pin, which is tempered steel piano wire, is set at an angle and simply can't fall out. Made of smooth, round edged brass. Either white nickel plate or plain brass finish. You can drive them into maple with a hammer or push them into plaster with your thumb. Husky little chaps are Hunt Hangers. Any one of them will hold 20 pounds. Push one into your wall, hang a picture on it and see how much better it looks than the old-fashioned picture wire. Far superior to push pins. Neatly finished. Neatly boxed. Special discounts to dealers. Write for prices or just mail six two-cent stamps for sample box of six Hangers postpaid.

Agents Wanted Everywhere

THE STEEL SALES COMPANY

P. O. Box No. 366 Worcester, Massachusetts

Letter Writing Machines

for every need. Machines suitable for the user of a few letters a day—for the user of thousands of letters. We manufacture a full line of duplicators—machines that will produce a letter at one stroke—a motor driven machine and one that will write, fill in and sign the letter at one stroke.

We also make the fastest typesetter on the market. Write for literature. Excellent proposition for live dealers.

THE WRITERPRESS COMPANY

Dept. 21, SHELTON, CONN.

Trout Correspondence Procedure

FREE Write for circular on subject filing.

Find your letters easily. No red tape.

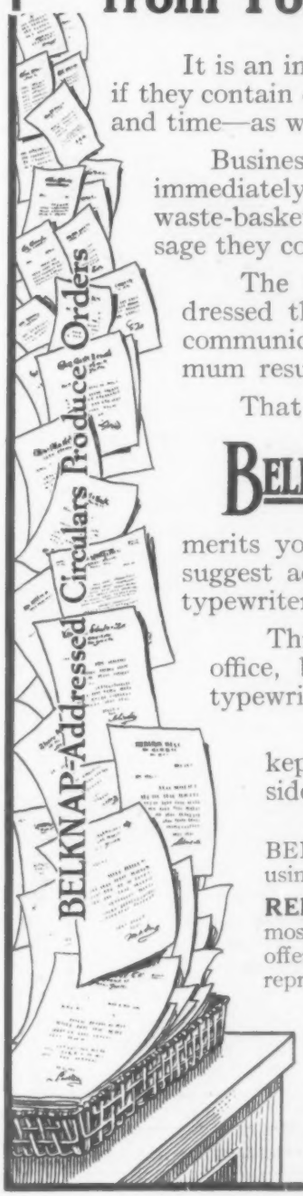
$2.00 BRINGS BOOK

S. Edgar Trout

Efficiency Engineer

904 Bailey Building PHILADELPHIA, PA.

Increase the Percentage of Returns from Your Circular Letters!



It is an indisputable fact that envelopes which look as if they contain circulars cause a waste of stationery, postage and time—as well as a loss of orders.

Business men and people in general—if they do not immediately throw such envelopes unopened into the waste-basket, simply glance disinterestedly at the message they contain.

The sales-letter enclosed in an envelope so addressed that the impression of a personally dictated communication is conveyed, can alone produce maximum results.

That is why the

BELKNAP ADDRESSING MACHINE

merits your investigation. Its addressing does not suggest addressing machine work—but the work of a typewriter.

This is because the stencils are typed in your own office, by your own stenographer, on her regular typewriter.

Which also means that your lists are always kept strictly private—need never be sent outside your office to have stencils cut.

Compare the "exactly like typewriting" work of the BELKNAP with the work of the machine you are now using. Write us for samples.

REPRESENTATIVES WANTED. We have a most attractive exclusive agency proposition to offer in sections where we are not already represented. Write for particulars.

The Rapid Addressing Machine Co.

374 Broadway, New York City

716 Chestnut Street, Philadelphia

610 Federal Street, Chicago

Fill in, tear off and mail today

RAPID ADDRESSING MACHINE CO.

Gentlemen: Send me immediately samples of addressing done on the Belknap Addressing Machine.

Name.....

Street.....

City.....

State.....C10-13

SATIN FINISH TYPEWRITER RIBBONS
GOLD SEAL TYPEWRITER RIBBONS
SATIN FINISH CARBON PAPERS
COBWEB CARBON PAPERS

all have won their way to public favor on their merit.

STRONG COLORS—permanency—durability—cleanliness commend the "Little" products to careful buyers and to dealers alike.

Our **Quality** is right. Our **Prices** are right. Our **Terms** are liberal.

DEALERS

will find our special proposition attractive.

Send for samples, prices, terms, etc., today.

Address our nearest branch.

A. P. LITTLE

Rochester (Main Office and Factory), New York

BRANCHES:
New York, Philadelphia, Pittsburgh, Cleveland, Washington, D. C.
For Chicago and the West: Rockwell-Barnes Co., Chicago.
For London and the Continent: Wm. Hoare & Co., 28 Basinghall Street, London, E. C.
For Australia: Stott &Hoare, 426 Collins St., Melbourne.

boy right and gives him the idea of self-control from the beginning. That's all that makes the difference between the proprietor and the employe; one can boss himself; the other can't. It's an old idea. The Bible says, 'He that is master of himself is greater than he that taketh a city.' I'm a democrat and can't quote scripture; but it's something to that effect.

"Now, my red-headed friend, you said you wanted a raise in salary. Why not start now to get ready for the time when you won't need a salary—won't accept it? I tell you, boys, before you can get off a salary you've got to boss Johnson—all the time, night and day."

The old man went out, and for a long ten minutes nobody said anything. We just sat there and thought it over.

FALL BUSINESS PROSPECTS.

The Globe-Wernicke Company of Cincinnati recently sent out a number of telegrams to their principal agents requesting a frank expression from them as to the business outlook for the fall and winter of the present year. In the Globe-Wernicke Doings for September the responses to these telegrams are reproduced on a large plate. Among those who replied are such firms as the Northwest Furniture Company of Milwaukee, Wis.; John Wanamaker of Philadelphia, Pa.; the H. & W. B. Drew Company of Jacksonville, Fla.; the W. H. Kessler Stationery Company of Denver, Colo.; Mandel Brothers of Chicago; Oren Hooper Sons Company of Portland, Me.; Tower Manufacturing & Novelty Company of New York; the H. S. Crocker Company of San Francisco; B. E. Calkins of Butte, Mont.; Lucas Brothers, Inc., Baltimore, Md.; Buxton & Skinner Stationery Company, St. Louis, Mo.; Fulton Office Furniture Company, Indianapolis, Ind.; Damer-on-Pierson Company, Ltd., New Orleans, La.; The J. K. Gill Company, Portland, Ore.; The Dorsey Company of Dallas, Tex.; and the Walker, Evans & Cogswell Company of Charleston, S. C.

All these reports are of an optimistic character. They were based upon good crop reports and general business conditions. The only note of doubt was found in the reply of a Southern firm which, owing to local conditions, feared that business might not be quite up to the mark of last year, owing to the practical standstill of the turpentine and lumber trade. This firm, however, reported good crops of fruits and other products and said that, taking all things into consideration, the outlook is favorable.

It will be noted that these telegrams cover every section of the United States and are from firms who are in every sense reliable and experienced in judging business conditions.

Fortune despises a quitter.

It is impossible to have faith in any man who does not have faith in himself.

See "Clemco" at the New York Business Show--Tower Mfg. & Novelty Co.'s Space

Are You Up-To-Date in the Desk Business?

Not unless you have the best typewriter desk made

THE "2 IN 1 CLEMCO"

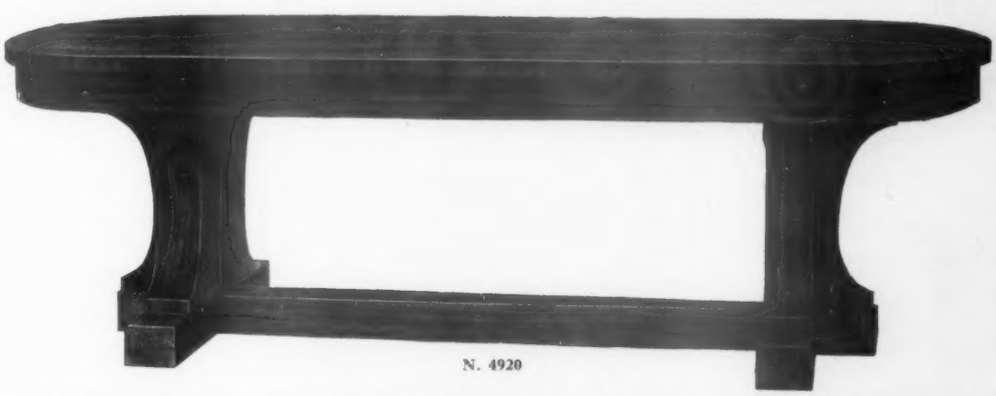
With the Genuine "Clemco All Steel Mechanism." We can "show" you, too. See it at the business show.

A CLEMCO DESK
THE CLEMETSEN CO
CHICAGO, U.S.A.
Trade-Mark.

Write for catalog showing this desk and others of our complete line.

The Clemetsen Co., 2608 Flournoy St., Chicago, Ill.

OFFICE AND DIRECTORS TABLES THAT BRING STEADY PROFITS TO THE DEALERS



N. 4920

ALL USERS OF OUR TABLES ARE SATISFIED USERS

The Grobhiser line of office and directors tables has been a recognized leader for many years. Excellent material used in manufacture, superior construction, up-to-date designs and attractive finishes all contribute to make a line of tables at a standard which is a positive guarantee of satisfaction.

Dealers find our line of tables a money-maker. If you are not numbered among our list of agents write at once for new catalog just off the press.

Send for that catalog today

GROBHISER-CABINETMAKERS COS. Sturgis, Michigan

SOME DO--SOME DON'T

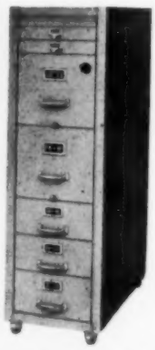
Some people prefer filing cabinets made of wood and some prefer them made of metal.

Wood Inter-Inter Cabinet filled with filing interiors and book unit.

There may be arguments both ways, but it is no trouble for us to meet them because Macey Filing Cabinets are made in both wood and metal—each the best of its kind.

The Inter-Inter Filing Cabinets in wood and metal consist of a series of interchangeable interior units comprising every modern filing device and a series of outside cabinets having open spaces to receive them. They afford ample protection to the contents. Roller suspension slides on drawers make them easy to open and close.

Macey Inter-Inter Safes are built for service. They are made in standard sizes to accommodate the regular Inter-Inter interiors, either wood or metal. Changes in interior arrangement may be made as desired. They are constructed after the best known practice—double walls asbestos lined, with a dead air space between.



Metal Inter-Inter Cabinet filled with filing drawers.

The doors fit perfectly. "Diatomite," a recently discovered fireproof material, is inserted in heavy channels all around the doors. While this is still plastic, the door is closed onto it. After it hardens, it retains its shape and forms an airtight and heat resisting joint.

Wood cabinets are made in both Oak and Mahogany. Standard finish for metal cabinets and safes, Seal Brown. They may be had also in imitation of Oak or Mahogany at small extra cost.

Metal S-T-A-K-U-P line. Each unit complete in itself or a group will stakup together.

Inspect the Macey goods at your dealer's or send for our catalog on metal cabinets and safes, No. 6213-X, and on wood filing cabinets, No. 4213-X. Discounts to reliable dealers.

The Macey Co.
GRAND RAPIDS, MICHIGAN

Inter-Inter Safe with wood interiors and roller book shelves.

TYPEWRITING CONTEST IN SINGAPORE.

Some weeks ago nineteen typists of Singapore competed in a speed test at the Anglo-Chinese Commercial School, O. J. Morris, the principal, having arranged the open competition, and Messrs. Paterson Simons & Company and McAlister presenting the prizes. The test consisted of a thousand-word column from the Times, selected and kept secret until the hour of the contest. The competition continued for thirty minutes, most of the competitors completed the article and began it again. The rules under which the contest was conducted were similar to those in use at the International contests in this country. Those who competed, with the number of words and net average per minute are given below:

	Words.	Errors.	Penalty.	Per min.	Net.
Seow Poh Quee	1,635	41	205	1,430	47.7
Khng Jit Kwang	1,654	50	250	1,404	46.8
Lim Bock Kee	1,411	11	55	1,356	45.2
Wee Chin Chee	1,406	53	265	1,141	38
Sng Ah Piew	1,344	42	210	1,134	37.8
Gaw Chong Bin	1,320	55	275	1,045	34.8
Ong Hong Kiat	1,143	22	110	1,033	34.4
Gay Hock Seng	1,325	59	295	1,030	35.3
Miss McBreen	1,322	59	295	1,027	34.2

GILL COMPANY EXPANDS.

The J. K. Gill Company, Portland, Ore., are using large space in the newspapers to announce their expansion sale. An editorial in one of their advertisements reads as follows:

"For years we have served you at the corner of Third and Alder—our store has achieved a prominence, even in the mind of the public—superior to the names of the streets in which we are located. To say 'Meet me at Gill's' is to be instantly understood, even by a stranger within our gates.

"For business reasons, as well as those practical and sentimental, we are confined in our search for more room to our immediate vicinity. We have secured the entire five upper floors of the Hamilton building, adjoining, where, with the added 20,000 square feet of selling space we shall endeavor to serve you even better than has ever been possible before."

IN-A-JIFFY CHANGES NAME.

The In-a-Jiffy Calculator Company has changed its name to the Voss Calculator Company, but will continue to advertise the company's device as the In-a-Jiffy Calculator.

The company is an Illinois corporation, capitalized at $100,000, of which amount the office states a sufficient portion has been paid in to assure the permanent and successful management of the business. The company plans to push the sale of the In-a-Jiffy Calculator vigorously.

The officers of the company are as follows: George A. Behrans, President; A. G. Voss, Vice President and Treasurer; Eugene Frye, Secretary.

BUYERS' WEEK IN PORTLAND, ORE.

Wholesale stationers and office equipment houses of Portland, Ore., took part in "Buyers' Week," which was held in that city on September 1st to 6th, during which time it is said a record business was done. The event was given under the auspices of the Jobbers' and Manufacturers' Association, and was advertised extensively. Special inducements were offered, including the refunding of railroad fare to those who purchased a stated amount or over; liberal entertainment was provided, and buyers flocked from all parts of the Northwest, many coming even from Idaho and Montana towns. The event was decidedly successful in itself, and through it closer relations have been established between the country trade and the jobbers and manufacturers of Portland.

FLETCHER W. TAFT A BENEDICT.

Office Appliances offers sincere congratulations and good wishes to Mr. and Mrs. Fletcher Wood Taft. The wedding of Mr. Taft to Miss Margaret Guild took place at the First Baptist Church in Providence, R. I., on Wednesday, October 8, at six o'clock in the evening. Mrs. Taft is the daughter of Mr. and Mrs. Clarence Herbert Guild of Providence, where she was prominent in church and social affairs. Mr. Taft is advertising manager of The Carter's Ink Company. He is a young man of fine character and lofty ideals and his work is characterized by a clear-headed efficiency which guarantees a steadily increasing degree of success.

FALSE RUMOR CORRECTED.

A rumor to the effect that the inventor of the Ideal Stencil Machine had invented a new machine and purposed to start a rival company has been effectually killed by a letter from George Remnsnider, president of the Ideal Stencil Machine Company, and inventor of the machine which is manufactured at Belleville, Illinois. Mr. Remnsnider replies as follows to a letter from Office Appliances asking for information regarding the rumor:

"In answer to yours of September 24, in which you informed us of the rumor of the inventor of the Ideal Stencil Machine withdrawing from the company, the writer wishes to advise that he is the inventor of the Ideal Stencil Machine and also the president of the Ideal Stencil Machine Company, and will frankly state that this rumor is false and absolutely without foundation.

"It is the writer's intention to devote the balance of his life to the interests of the Ideal Stencil Machine Company.

"You are at liberty to publish this statement."

The "OFFICE BOY"

Envelope Sealer Retail Price $15

Seals 100 Letters Per Minute

The first and only low-priced sealer ever introduced that will give absolutely satisfactory service. Just the thing for the average office or business house, whether they have 50 letters or several thousand letters a day. Thousands of such offices are waiting for just such a machine as our "OFFICE BOY." To show it is to make a sale, especially as we back you with the fullest possible guarantee and our advertised

Free Trial Offer

Experience shows that when put out on trial with any responsible business house it "stays put." Out of thousands sold our "returns" average less than one in a hundred. Gibson & Perin Co., office equippers, write: "In every case where we have sold an 'Office Boy,' we have made a pleased customer. Herewith order, etc., etc." Hundreds of similar letters prove conclusively that it is

A Big Business Winner for Dealers

The "OFFICE BOY" is extremely simple in operation. Just feed in the envelopes and turn the crank—that's all. No muss, no bother, no unsanitary or disagreeable licking of glue or using a sticky sponge. The letters come through at the rate of 100 or more per minute, clean, neat and properly and securely sealed.

And the machine is just as simple in construction. It has very few moving parts, there is nothing to get out of order and it will last a lifetime. A little water in the tank every few days is all the attention it ever needs. Weighs less than 15 pounds and is easily carried about and placed on any desk or table for use.

To help our dealer friends in selling this clever new device,

The "Office Boy" is Nationally Advertised

in such leading publications as Literary Digest, System, Collier's, Saturday Evening Post, etc. The inquiries come from responsible business houses and they are immediately referred to our dealers, giving them the full benefit of our expenditure in this direction. You will find us always willing and anxious to work with and for you.

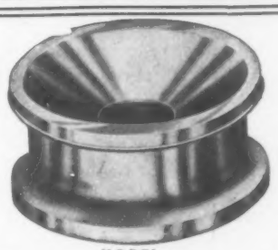
Write Today for Prices and Terms.

BORGER MFG. CO.

129 Borger Building CINCINNATI, OHIO

Some prominent firms with whom the "Office Boy" is making good:

Standard Oil Co.
T. A. Snider Preserve Co.
British-American Tobacco Co.
Barrett Roofing Co.
Indian Refining Co.
Prest-O-lite Co.
Bell Telephone Co.
Dixon Crucible Co.
May, Stern & Co.
and Many Others.



MODEL

Medium Size
Heavy Spun Brass—Hand Buffed
Open Bottom
Removable Porcelain Bowl

Graceful and well proportioned. A cuspidor that will reflect credit upon any office into which it ultimately finds its way.

CUSPIDOR MFG. CO., Inc. NEWARK, N. J.

Grady's Rubber Feet

No adjustments necessary.
Grady Cushions cut the Typewriter Noise in two and increase speed and resiliency.
Dealers are reaching out fast for territory.
Address is shown on the feet.

Fit any Standard Type Typewriter

A NEW IDIOM

ARTICLE NO. XII,
BY HENRY WISE,
DAVAO, MORO, P. I.

AN EXPOSITION OF GEOGRAPHICAL NOMENCLATURE UNDER THE NEW SYSTEM.

Geographical Nomenclature—General Terms.

Er—air. **Ero**—atmosphere.
Ter—earth. **Tero**—land.
Mer—water. **Mero**—the sea.

Correlative Land and Water Forms. (Accent last Syllable.)

Ter-**on**—continent. Mer-**on**—ocean.
Ter-**yn**—penin. **(wide)** Mer-**yn**—a sea.
Ter-**en**—penin. **(narrow)** Mer-**en**—gulf or bay.
Ter-**in**—isthmus. Mer-**in**—strait.
Ter-**un**—island. Mer-**un**—lake.

Punto—point, cape.
Seno—sound.

Relief Forms.

Mont—mountain. **Fluv**—river.
Montio—**mt. system.** **Fluvio**—river system.
Montiom—mt. highland. **Fluviom**—river basin
Plan—plain. **Val**—valley.
Plato—plateau. **Gorj**—canyon.
Kapo—headland. **Stero**—swamp.

Meteoric Phenomena—General.

Vur—to vaporize. **Gul**—to congeal.
Vuro—vaporization. **Gulo**—congelation.
Vero—vapor. **Gelo**—ice.

Special.

Nub—to form clouds **Nuv**—to snow.
Nubo—cloud formation. **Nuvo**—snowfall.
Nebo—cloud. **Nevo**—snow.
Iuv—to rain. **Hul**—to hail.
Iuvo—rainfall. **Hulo**—hailfall.
Ievo—rainwater. **Helo**—hailstones.
Yul—to form dew. **Frur**—to frost.
Yulo—dew formation **Fruro**—frost formation.
Yelo—dew. **Frero**—frost.

Gelero—glacier.

Proper names of natural divisions end in **o** or **a** according as they are customarily used **substantively** or **adjectively.** Thus:
Teron ov Afriko—continent of Africa.
Afrika teron—African continent.

The same rule should hold with **political** divisions. But **cities** should receive special treatment as shown in the proper place:

Continents and Grand Divisions.

Ameriko. Sur Ameriko. Ostralio.
Nor Ameriko. Afriko. Asio.
Urasio. Uropo.

Countries—(letter c like ch.)

Mexiko. Norvo. Persio.
Franko. Ekuadoro. Aljerio.
Greko. Japo. Germanio.
Suedo. Hindo. Brasilio.
Venisuelo. Moruko. Peruvio.
Cinco. Ostrio. Cilio.
Giano. Bohemio. Anglatero.
Egipto. Bolivio. Bulgario.
Beljiko. Italio. Indio.
Turko. Sisilio. Tunisio.
Ruso. Arabio.

States.

Meno. Alabamo. Misuro.
Vermonto. Florido. Arkanso.
N. Hampsho. Misisipio. Iuisiano.
Masacuso. Kentukio. Texo.
Rodisla. Teneseo. Oklomo.
Konetiko. Micigano. Nova Mexiko.
Nova Yorko. Wiskonso. Arizono.
Nova Jerso. Ohio. Kolorado.
Delawaro. Indiano. Nevado.
Marilano. Ilinoio. Montano.
Pensilvanio. Minesoto. Wyomo
Virginio. Nor Dakoto. Yuto.
Est Virginio. Sur Dakoto. Kalifornio.
Nor Karolino. Iawo. Oregono.
Sur Karolino. Nebrasko. Washingtono.
Jorjio. Kanso. Alasko.

Provinces.

Kanado. Asturio. Sonoro.
Viktorio. Andalusio. Tibeto.
Skotio. Bavario. Mongolio.
Waleso. Iorano. Mancurio.
Granado. Durango.
Katalunio. Ciuauo.

Counties and all minor subdivisions, like cities and towns, are subject to strong local pride and interest, and hence their present names should be changed as little as possible. No attempt should be made at uniform terminations, as this would tend to destroy the character of **individuality** so appropriate to them.

Mountains.

Pedra—Rocky. **Pirinea**—Pyrenees.
Apalaca—Apalachian. **Apenina**—Appenines.
Kaskila—Catskill. **Voja**—Voges.
Kaskada—Cascade. **Karpata**—Carpathian.
Ozarka—Ozark. **Kokasa**—Caucasus.
Wasaca—Wasatch. **Urala**—Ural.
Adrondika — Adirondack. **Alta**—Altai.
Kiolena—Kiolen.
Guadalupa—Guadalupe. **Atlasa**—Atlas.
Iuna—Mts. of the Moon.
Seramadra — Sierra Madre. **Himalya**—Himalaya.
Alpa—Alps. **Andea**—Andes.

Islands.

Statna—Staten. **Java**—Java.
Vankuvra—Vancouver. **Sumatra**—Sumatra.
Seleba—Celebes.
Irlana—Ireland. **Iuzona**—Luzon.
Islana—Iceland. **Ieita**—Leyte.
Korsika—Corsica. **Mindora**—Mindoro.
Bornea—Borneo. **Mindanoa**—Mindanao
Ginea—Guinea N.

Archipelagos.

Bahamas—Bahamas. **Ost Indias**—East Indias.
Markesas—Marcuesas
Orknas—Orkneys. **Hedbridas**—Hebrides.
Britanas—British. **Kanarias**—Canaries.
Alutias—Aleutian. **Filipinas** — Philippines.
Est Inwias—West Indias.

Oceans.

Atlanta. Arkta.
Pasifa. Antarkta.

Seas.

Kariba. Kaspa.
Nora. Balta.
Irlana. Okocka.
Cina. Araba.
Berina. Visaya.
Sura. Zuda (Zuyder).
Marmora. Kamcatka.
Japa. Azofa.
Mitera—Mediterranean.

Gulfs and Bays.

Mezika. Hudsona.
Tampa. Adena.
Davoa. San Friska.
Funda. Kampeca.
Manila. Ginea.
Matagorda.
Mobila.

Lakes.

Names Used Adjectively.

Silva. Sala.
Slava. Itaska.
Laguna. Tiberia.
Viktoria. Titikaka.
Catakua. Superia.
Alberta. Ontaria.

Names Used Substantively.

Huron. Baikal. Mono.
Leman. Jorj. Lanao.
Micigan. Lusern.
Lomond. Konstans.

Rivers.

Amazona. Alegena. Amura.
Orinoka. Sena. Jorda.
Arkansa. Rona. Konga.
Hila. Tibera. Muria.
Demoina. Hoanga. Misura.
Parana. Hugla. Kolombia.
Rena. Nigra. Sanwakina.
Poa. Senegala. Makensa.
Yangsa. Granda. Magdalena.
Ganja. Kolorada. Dona.
Nila. Sakramenta. Wesa.
Oranja. Frasera. Galkivira.
Misisipa. Plata. Bramaputra.
Madera. Volga. Ufrata.
Kentukia. Tema. Zambeza.
Braza. Danuba. Pampanga.

Cities—Characteristic Endings.

Boston. Watervil. Ashland.
Hamburg. Nuport. Karlsbad.
Roxboro. Bofort. Kanton.

Meilicke Calculators

The Meilicke Interest Computing Model

Four Machines in One

It Computes Time Mechanically
It Detects Holidays Automatically
It Finds Maturity Dates Automatically
It Computes Interest Automatically
It Registers the Answers to the Four Above Items Simultaneously

The Following Chicago Banks Have Purchased Meilicke Calculators

Corn Exchange National Bank
La Salle Street Trust & Savings Bank
State Bank of Chicago
Security Bank of Chicago
People's Trust & Savings Bank
Union Trust Co.
Colonial Trust & Savings Bank
North West State Bank
Central Trust Co. of Illinois
Greenebaum Sons Bank & Trust Co.
Second Security Bank of Chicago

Also used by Manufacturers, Wholesalers, Insurance Companies, etc.

What Is Your Best Time On These Problems?

John Roberts gave a note of $3750.00 last Dec. 18th with interest at 7% for settlement of account.

Paid on same	Jan. 2nd	$1,000.00
" " "	Feb. 11th	200.00
" " "	Mch. 29th	500.00
" " "	June 8th	800.00
" " "	Aug. 2nd	1,000.00
Paid balance today		250.00

What is interest due? Answer 8 Seconds.

Note for $2950.00, dated June 17th, at 5½%, due Sept. 8th, discounted today at 6%.

Answer 6 Seconds.

Took note for $400.00 from John Jones for Office Fixtures last Dec. 8th bearing interest at 5%.

What is accrued interest due?
Answer 3 Seconds.

The Meilicke Pay-Roll Model

A Perfect Pay-Roll Computing Machine

This machine computes TOTAL TIME and TOTAL PAY based on any rate of wages per week, per day or per hour.

Given "In-time" and "Out-time" or "Starting-time" and "Finishing-time" for any number of periods, the Meilicke Pay-Roll Calculator computes TIME and PAY for each period, the TOTAL TIME and TOTAL PAY BEING AUTOMATICALLY ACCUMULATED WHILE COMPUTING INDIVIDUAL PERIODS.

The same machine can be as readily used for piece work as for time work.

The Meilicke Insurance Model

The Meilicke Insurance Calculator computes premiums, earned and unearned, Pro-Rata or Short Rate on cancellations, in addition to which it computes time elapsed or unexpired, also the per-cent of premium earned or unearned.

Meilicke Calculator Co.

Chicago, U.S.A.

OFFICES IN THE FOLLOWING CITIES:

New York	Cincinnati	Memphis	Detroit	Denver
Boston	Baltimore	New Orleans	Winnipeg	Tampa
Buffalo	Louisville	Houston	Seattle	St. Louis
Philadelphia	Atlanta	Minneapolis	Los Angeles	Fort Wayne
Pittsburgh	Birmingham	Fargo	San Francisco	Regina
Cleveland				

MEILICKE CALCULATOR CO.
642, Peoples Gas Bldg., Chicago, Ill.

Gentlemen—I am interested in reading your new book. Please send me a copy with the understanding that this request imposes no obligation on me

Name _____

Business Address _____

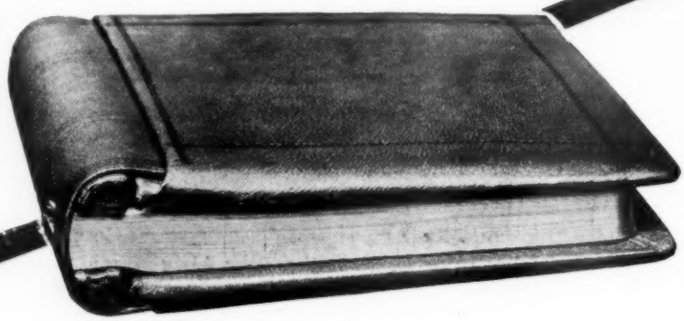
Nature of Business _____

Position with Firm _____

See these machines demonstrated at the ANNUAL BUSINESS SHOW, SIXTY-NINTH REGIMENT ARMORY, NEW YORK CITY, October 20th to 25th, 1913, inclusive

Ask for Free Demonstration in Your Office

"A Book —not a Box"



Get a Kalamazoo Binder—insert any number of sheets you desire from *one* sheet to *one thousand* sheets and then note its graceful lines—its beauty and finished appearance. And the Kalamazoo Binder always has this neat and finished appearance, with any amount of sheets, for IT'S A BOOK—NOT A BOX.

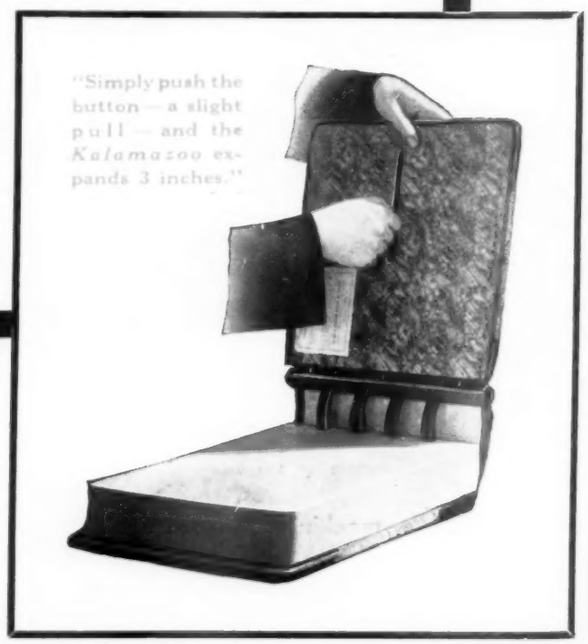
Kalamazoo
Loose Leaf Devices

have won a leading place in the field because of their mechanical simplicity, their ease and speed of operation, and their remarkable durability. *The Kalamazoo Rapid-Opening Device* alone saves *hours* of time. Simply push the button—a slight pull—and the *Kalamazoo* expands three inches—making insertions or removals of sheets a matter of seconds.

The *Kalamazoo Binder* has unlimited expansion—from 1 to 1000 sheets or 1500 if necessary, and always leaving ample room to allow for easy insertions or removals. An *Automatic Back*—flexible and thin—automatically adjusting itself to any number of sheets put into the binder. There are no metal parts exposed to mar the furniture, no posts to take up valuable space.

The *Kalamazoo Automatic Index* locates any account instantly—in the ledger, in the transfer binder or in the files—without referring to a front or back index. It's a wonderful time-saver—one of the greatest advances since the introduction of double-entry bookkeeping.

Representatives in Every City



Kalamazoo Loose Leaf Binder Company

KALAMAZOO - - - MICHIGAN

Triopol.	Springfeld.	Hydelburg.
Ashvil.	Hildeshym.	Amsterdam.
Freport.	Nuatat.	Bratelboro.
Frankfort.	Portsmot.	Konstcantinopol.
Blumfeld.	Huston.	
Manhym.	Iorensburg.	Luisvil.
Darmstat.	Grensboro.	Davenport.
Plymot.	Indianopol.	Fermont.
Kingston.	Sevil.	Glendel.
Edinburg.	Estport.	Roterdam.
Tilboro.	Belmont.	Portland.
Kanopol.	Hinsdel.	Duseldorf.
Variously Modified.		
Paris.	Kalkuta.	San Tomas.
Bern.	Demoin.	Pravu.
Kyro.	Lakros.	Rok Iland.
Gent.	Bonos Ares.	Marsel.
Dubuk.	Lit Fals.	Selon.
Lasal.	Fort Smit.	Turen.
Bonavista.	Venis.	Overn.
Big Fals.	Stokom.	Kuinsi.
Fort Wort.	Lorens.	San Luis.
Brusel.	Munic.	San Frisko.
Viena.	Munsi.	Pradushin.
Singapor.	San Paul.	Sedar Rapids.
Unmodified.		
London.	Antwerp.	Orleans.
Bristol.	Aden.	Chicago.
Milan.	Tokio.	Denver.
Berlin.	Mexiko.	Budapest.

THE BLOCK SYSTEM.

Sales Manager Byron J. Erb of the Buffalo office of the Burroughs Adding Machine Company works his territory on a block system plan where the city is divided into districts, all containing about an equal amount of prospects.

Recently when the Buffalo Chamber of Commerce inaugurated a campaign for membership, they appealed to Mr. Erb to install his book system.

Mr. Erb divided Buffalo into forty districts, the size of each district being dependent upon the number of membership prospects contained.

The scheme went through with a rush and the Board of Commerce secured a new membership that was beyond its wildest hope.

FRANK BOUD RESIGNS.

Frank L. Boud, advertising manager of the Stenotype Sales Company, Indianapolis, Ind., is leaving the company to take up advertising work elsewhere.

Mr. Boud's work with the Stenotype Company began in the summer of 1912, and has been devoted to securing the greatest publicity for this new invention.

He previously worked in engraving shops. He studied commercial art, and from the drawing board he became the foreman of the commercial art department at Donnelley's.

Later he was in business for himself, and afterwards became connected with the Henry O. Shepard Company. When this company sold the engraving business to the Franklin Company, Mr. Boud associated himself with the Stenotype Sales Company.

GANO JOINS VICTOR COMPANY.

R. M. Gano, whose departmental work of organizing and managing agencies has brought him into close personal touch with the typewriter men in nearly every important city of the United States and Canada, as well as Cuba and Mexico, has been appointed superintendent of agencies for the Victor Typewriter Company. Mr. Gano joined the Victor staff on September first to take complete charge of the agency department of the company. Mr. Gano is one of the well known men in the typewriter field. He was connected with the Monarch in Chicago in the early days of the company. He opened and managed the St. Louis office during the first year of his connection, and continued in an important capacity with the company for three years. He resigned in 1907 to become superintendent of the agency department of the Royal, where he did splendid work. When the Noiseless Typewriter Company was

R. M. GANO.

formed Mr. Gano was invited to the position of general superintendent of agencies. He remained with the Noiseless Company until a few months ago.

Mr. Gano is sure to make a success in establishing agencies for the Victor. The company has made remarkable progress within the last year and a half. The increasing sale of the machine necessitated doubling the factory size and increasing the manufacturing facilities. With the better means of production the company is now extending its territories. The growing prestige of the machine portends the company's continued success.

It is reported that the government of Saskatchewan at Regina has purchased fifty-five additional Remington typewriters.

PACIFIC COAST COMPANY ORGANIZES.

The Pacific Oriental Specialty Company, Inc., manufacturers' agents, was recently organized in California. The company's principal place of business is at Stockton, but its main offices are in the Monadnock building, San Francisco. Peter Rice is president of the company, K. S. Chaney is vice-president and general manager, and Joseph Gianelli, Jr., is secretary. The company will open offices in all the principal cities on the Pacific Coast and will devote its attention to a limited number of automobile accessories and high-grade office appliances. They have bought the patent rights of the Mystic Rotary Advertising Machine and expect to sell the agencies for state rights on this device.

The president and secretary of the Pacific Oriental Specialty Company are capitalists of Stockton, while the vice-president and general manager, Mr. Chaney, is a former Underwood man. For about seven years he has been with the Underwood Typewriter Company, the last four years of which he has had charge of the Underwood Duplicator west of the Mississippi River. Prior to his connection with the Underwood, Mr. Chaney was a member of the force of the Neostyle Company in Chicago and New York.

PHILADELPHIA STATIONERS MEET.

The regular monthly meeting of the Philadelphia Stationers' Association was held at the Bellevue-Stratford Hotel on Thursday evening, September 11. The Nominating Committee reported and suggested the following officers for the ensuing year:

William H. Brooks, president; H. A. Prizer, vice-president; L. A. Hawkes, second vice-president; Dr. Jaisohn, treasurer; Sidney J. Burgoyne, secretary. Executive Committee: Frank R. Welsh, chairman; A. Pomerantz and Roland Altemus.

William H. Brooks of William F. Murphy's Sons Company was appointed delegate to represent the Philadelphia Stationers' Association at the coming National Covention, with H. A. Prizer, president of William Mann Company, as alternate delegate.

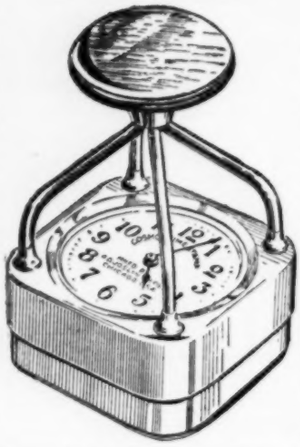
A committee consisting of William H. Brooks, H. A. Prizer, Frank R. Welsh and Sidney J. Burgoyne will present Philadelphia's invitation to the convention to hold the meeting of the National Association in that city in 1914.

TYPEWRITER COMPANY IN NEW STORE.

On September 22 the National Writing Machine Company, E. A. Preuss, manager, completed its installation in its elegant new store at 352 Minnesota street, St. Paul. This company's former location was at 134 East Fourth street.

THE COSMO
TIME STAMP

DURABLE ACCURATE



RELIABLE ECONOMICAL

Four Models—Two Prices
$7.00 and $7.50

Every COSMO Time Stamp tells the date, hour and minute of any transaction. It helps increase efficiency, accuracy and speed in any office. Watch movement is separate from the printing mechanism, is fully guaranteed and absolutely protected from the jar of stamping. Regulated from the outside. Furnished with 12 or 24 hour dials as desired.

WE HAVE an attractive proposition for dealers and LIVE agents. Send today for Catalogue No. 3 of Cosmo Daters, Time Stamps and Punches.

A. D. JOSLIN MANUFACTURING CO.
223-225 W. Erie St., Chicago, Ill.

ACCOUNT FOR EVERY LABOR MINUTE

Here is the one logical method of keeping an accurate account of when you receive and when you send out letters, orders, contracts, etc. It will avoid all disputes, as it records every minute of the day r night.

Follett's
NEW MODEL
Time Stamp

Absolutely automatic. requires no attention and is the only POSITIVELY ACCURATE register on the market.

Liberal proposition to live and responsible dealers and agents.

Write for Full Information

FOLLETT TIME RECORDING COMPANY
671 Hudson Street NEW YORK CITY
Western Office: 126 Russ Bldg., San Francisco, Cal.

EDUCATE

OUR New Catalogue will do this for you in our line of Ribbons and Carbon Papers and Office Supplies.

SNELLING & SON, Manufacturers
South Brooklyn, N. Y

NEW ADVERTISING MANAGER FOR STENOTYPE.

W. J. Roth has just been appointed advertising manager of the Stenotype Sales Company, Indianapolis, Ind. He was formerly connected with the Flint & Walley

W. J. ROTH.

Manufacturing Company, exporters, importers and manufacturers of farm implements, etc., Kendallville, Ind.

Mr. Roth is an advertising man of several years' experience, and at one time was connected with R. R. Donnelley & Sons. He is the proud possessor of an eleven months' old baby boy, who, he says, is boss of the whole family.

EASTERN REPRESENTATIVE FOR TRUSSELL.

H. W. Walker has been appointed Eastern representative of the Trussell Manu-

H. W. WALKER.

facturing Company of Poughkeepsie, N. Y. He has also been elected vice president of the company.

Mr. Walker is an experienced loose leaf man and has been connected for about three years with the Loose Leaf Book Company. He has already taken charge of the New York branch of the Tower Manufacturing Company and will cover the territory east of New York state and including that state.

U. T. A. CONVENTION IN NEW YORK IN 1914?

It has been a long time since the United Typothetae of America has held its annual convention in New York City, but a sentiment has developed which will probably result in a concerted movement to bring the U. T. A. convention to New York next year.

At the meeting of the New York Typothetae on September 9th this matter was brought up and discussed thoroughly. The delegates to the convention were appointed at this time and were instructed to boost for New York in 1914.

Harry A. Cochrane, president of the National Printing, Publishing, Advertising, Lithographing, Paper and Allied Trades' Exposition, was present at this meeting, and was given the floor. Mr. Cochrane made a plea that the 1914 U. T. A. convention be held in New York next April. During the week of the printing show the American Newspaper Publishers' Association and the Associated Press will convene. The National Association of Employing Lithographers will probably meet in New York at this time, and the convening of the United Typothetae and Ben Franklin Clubs of America on this occasion would make the various conventions, in conjunction with the graphic arts exposition, the greatest and most representative gathering of the printing and allied industries ever held.

The objection was stated that if the 1914 convention of the U. T. A. were held in April, the officers elected at the 1913 convention would then have only served six months. This is by no means an unsurmountable difficulty. It could easily be arranged that the election at April would not go into effect until the following October. This would necessitate but a very trivial amendment to the constitution.

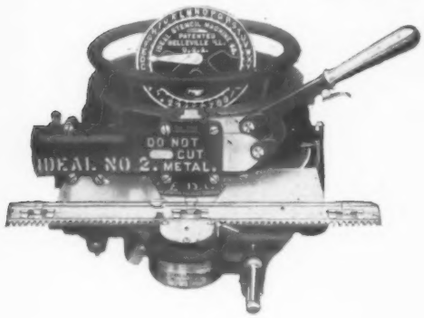
There is an opportunity facing the printing trade to hold a gathering next year that will startle the business world with the exemplification of the great resources and wonderful growth of the graphic industries, and will be a stimulus to printerdom that should be felt in every state in the Union.

New York City next April for the 1914 convention of the U. T. A. looks like a big step in the right direction.

The Canadian government has supplied twenty-five million tree seedlings to farmers, principally in the Alberta and Regina plains region. The United States does not supply young trees to the public, except in a limited area in Nebraska, under the terms of the Kinkaid Act.

IDEAL

Stencil Cutting Machines save Time and Money, eliminate Costly Errors and provide a Safe and Reliable Way of Marking and Handling Goods in the Shipping Room



READ THIS—

San Francisco, Cal.

The Ideal is the most unique and up-to-date stencil machine on the market to-day, and we would be only too glad to explain its merits to to any inquiring parties.

WORKMAN PACKING CO.
Chas. P. Hunt, Asst. Sec'y.

MR. SHIPPER:

Did you ever step out into your shipping room on a busy day and see your goods being packed and marked for shipment? Did you notice the Marking especially? Was the address there in Plain Legible stencil letters or was it marked by hand—illegible and hard to read?

Suppose you sent your letters out this way, carelessly written and hard to read—it would mean a loss of valuable trade. Did you ever stop to think if your poorly marked shipments have not lost you some trade or have kept you from building up your list of Customers?

You installed the typewriter to write your letters and to retain the good will of your customers.

To keep their Confidence and to safeguard them against loss you must mark your shipments legibly and to mark them **legibly** you must use the new improved

IDEAL STENCIL CUTTING MACHINE

You can afford to buy the IDEAL for it will save you time and money—and then **you can pay for the machine as it pays for itself.**

Just tear out this ad, pin it to your letter head and mail it to us to-day. Catalog and full particulars will then be sent you. Tear it out and mail it now—**before you forget.**

IDEAL STENCIL MACHINE CO., Belleville, Ill., U. S. A.

(Fourteen miles east of St. Louis)

The Porto Clip File

THE QUICK SYSTEMATIZER

THE PORTO CLIP FILE is the newest, safest and most practical device for handling legal papers, correspondence, documents, etc.

INEXPENSIVE **SUBSTANTIAL**

Papers cannot be accidentally lost, blown away, or mislaid; are securely held without mutilation and can be read without removing same from file.

Cover insures instant privacy, safe transportation, and furnishes convenient writing surface.

Indispensable, at the office, at home, or traveling.

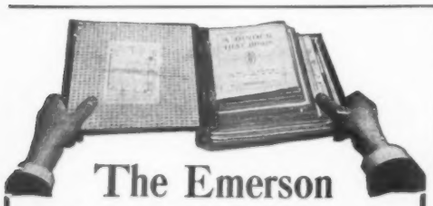
BOUND IN CLOTH

Letter Size, 11¾x10½ in. Retail Price 50 cents
Legal " 14 x10½ " " " 60 "

Try Your Stationer First

Made by the

AMERICAN CLIP COMPANY
NEW YORK



The Emerson Will Bind Them

Catalogs, bulletins, loose leafs, blue prints, order blanks, periodicals—the Emerson will bind anything. Can be refilled indefinitely and holds contents like a vise. Expansive—**never any thicker than the contents.** Tremendous capacity. No clumsy metal parts or projecting posts. This is the new and improved Emerson—a standard article. Costs less than others. Write for free bulletin and liberal discounts

The Barrett Bindery Co.,
726 Federal Street CHICAGO

ADDING MACHINE ROLLS

Write for Catalogs on Typewriter Papers — Letter Copying Books—Shorthand Note Books Paper Fasteners

FOR ALL MAKES OF MACHINES

GOOD QUALITY WRITING STOCK Free from LINT and BREAKS

We wind our own papers which enables us to quote lowest possible prices consistent with ROLLS of No 1 quality

SAMPLE ROLL SENT UPON APPLICATION

EXCEEDINGLY LOW PRICES TO THE TRADE

In addition to furnishing rolls for Standard Adding Machines we have facilities for supplying special rolls of all descriptions.

Rockwell-Barnes Company
800 Munn Building, Chicago, Illinois

FREDERICK J. WERNER & CO.
17 Battery Place, NEW YORK, U. S. A.

Cable Address, "WERNFACTUR"

The only exporting house making a specialty of

Office Furniture, Stationery and *Supplies*

of all kinds for the Foreign Trade. Agents in all principal markets. We are open for a few additional lines and invite correspondence of interested manufac turers.

Put Your Typewriter Sales

Grady's Vacuum Cushions work wonders on a Typewriter.
Increase—Sanitation, silence, speed.
Decrease—Noise, shock, nervousness.
Write for catalog and prices—address shown on the feet.

On a Sound Footing

REMINGTON SALESMEN MEET.

The clans gathered at Syracuse—the Remington Typewriter clans—and the Remington Typewriter chieftains from the entire North American continent were there, 122 men in all, men from the East, the West, the North and the South; J. R. Stanford from Mexico City; A. A. Fraser, Jr., from New York; J. M. Lund from San Francisco, and T. A. Weir from Calgary, together with 118 others from the districts "betwixt and between."

This was the biggest of all Remington Typewriter Conventions. In point of numbers it was far the largest. Remington Typewriter Conventions have always been conventions of typewriter managers, and the recent great additions to the list of direct Remington typewriter branch offices has of course made necessary a corresponding increase in the managerial ranks. It was also the greatest in its augury and in the events which it celebrated. The great typewriter consolidation of the past year is said to have resulted in a boom in the Remington business.

The Convention program began, upon assembling at Syracuse, in an inspection of the two Syracuse factories of the Remington Typewriter Company, the Monarch and the Smith Premier Works. For convenience in handling so large a gathering, the convention members were divided into eight groups, each with a guide and a page. Owing to this system, which was followed in the subsequent inspections of the Remington Works at Ilion and the ribbon factory at Bridgeport, there was never at any moment any crowding or confusion in the inspection of the plants.

After the inspection of the Monarch plant, on the morning of August 25th, followed the inspection of the Smith Premier plant. This occupied the afternoon of the same day, and then the entire body of delegates were taken to Utica by special train for the inspection of the Remington plant.

When the two special trolleys which conveyed the visitors from the train to the Hotel Utica reached the hotel, there occurred the first event of the Convention, the first of many, which aroused the full measure of Remington enthusiasm. The Remington Band was there in the rotunda of this splendid new hotel, resplendent in their gorgeous uniforms, and they serenaded the Convention as they entered, while the boys stood around and listened, and then shouted for more. The Remington Band, every member of which is a mechanic employed in the Remington Typewriter Works, is justly famed throughout the entire Mohawk Valley for their splendid work.

A REMINGTON GROUP AT THE RECENT CONVENTION.

Following the reception came dinner in the Hotel Utica, during which the band remained in attendance, giving a concert. After the dinner was over the band went out in front of the hotel, on a specially constructed platform, and gave an open air concert, which was listened to by about all the population of Utica which could get within earshot. There were times, and this was one, when the 1913 Convention of Remington Typewriter Managers took on something of the character of a public function, attended by thousands.

Tuesday, August 26th, was Ilion Day, and the entire assemblage left in a special express trolley for the twelve-mile ride to Ilion. Here were repeated all of the impressions of the day before, with an added impression of the immensity of the present Remington plant. The Remington plant was big at the last Remington convention, but it has grown still bigger; but as it is, it is no longer greater than present needs. All available space is taken up, and a hum of industry in every part of the plant betokens a production which taxes even these tremendous resources.

From the factory the delegates went to the Foremen's Club for luncheon—went in autos, at least as far as the autos could go—and then "hiked" up the steep hill the rest of the way to the club house. There was some panting from the fat ones on the last lap, but it was worth it when they arrived. Not everyone at the Convention had visited the Foremen's Club previously, and they were all delighted with the location. The luncheon which followed, served by charming hostesses chosen from Remington factory employes, was one of the many pleasant episodes of the Convention.

After luncheon there was a talk at the factory by Fred J. Miller, illustrated by stereopticon slides, showing the results of some recent experiments made by a French scientist, demonstrating the advantages of Remington typewriter construction.

A special train met the delegates at the Ilion station to convey them to Albany, where they were to take the "C. W. Morse" of the Citizens Line for New York. That night on the boat there was a special Remington menu, and the Remington band went along to give another concert. Of course, the Remington delegation were strongly in evidence, but so were hundreds of other passengers, and some of the Remington men, with true Remington spirit, thought it a shame to let so much good ad-

PICTURE SHOWING THE ENTIRE CONVENTION.

Introducing
Mr. and Mrs. Carter's Inx
—Sales Boosters

The jolliest, sprightliest little brain dusters that ever held ink. Their roguish eyes and whimsical grins bring everybody's humor to the surface.

But behind the "Inx" is a most serious, sensible selling plan. Mr. and Mrs. Carter's Inx are to be heavily advertised in the Saturday Evening Post, Collier's Weekly, Literary Digest, Leslie's Weekly, Review of Reviews, System and the Sunday magazine sections of 30 big city newspapers.

The "Inx" are so advertised that they appeal especially to men and women of affairs—heavy buyers of ink and stationery supplies.

These people are directed to you not only for the "Inx," but for

CARTER'S INKS

and other Carter products. Our distributing plan assures you a good profit and a friend every time you hand out a pair of the "Inx." They will naturally acquaint people with the superiority of Carter's Inks, and thus a big share of future ink sales is coming to Carter dealers.

Our salesmen will explain the "Inx" distribution plan fully, or drop us a line and we will send full details.

THE CARTER'S INK CO.
Boston, Mass.

New York **Montreal** **Chicago**

Largest manufacturers of writing inks, adhesives, typewriter ribbons and carbon papers in America.

SIMONSON

Patented Metal Tip Guides, for vertical letter files, card systems, and check files.

FREE

Samples will be sent on request.

Discounts to dealers.

R. A. SIMONSON & CO.

152 MICHIGAN AVE.,

CHICAGO, ILL.

This Case Sells All Year Round

Being strong, durable and well finished, this case is an exceedingly good buy at the price we quote. It is a good seller all the time.

During transfer time, they are always in demand and at other seasons of the year they are bought and used as permanent files. This case is just as efficient, as noiseless and the contents just as "get-at-able" as in a more expensive file.

Write for dealers' terms.

The Melton-Rhodes Co., Dept. 12

Factory: Greensboro, N. C. Office: Washington, D. C.

PLATE GLASS DESK PADS

The De Luxe line. Superior to any other. Genuine plate glass, ¼-inch thick. Will not break. **No wooden or metal parts.** Keeps your desk in order, holds reference papers in sight, gives *the* ideal writing surface. 4 stock sizes and to order. Send for illustrated circulars. Popular desk size, 18x24, red or green felt pad, $5.00. Discounts to the trade.

"BRIDGE PARTY" SCORE PADS

Royal (lily) Auction Scores. Made in 6 tinted papers. *The only practical and artistic scores made.* Send 25 cents for sample pad. $2.50 a dozen postpaid. Send for illustrated circulars. Discounts to the trade.

STEARNS & BEALE, Sole Manufacturers

217-219 Centre Street, NEW YORK CITY

vertising go to waste. So they organized a yell, which at intervals in the music rang out over the boat. Here it is:

Who are we,
Who are we,
R. T. C.
R. T. C.
Rah! Rah! Rah!
Rah! Rah! Rah!
Down the Hudson
Ha! Ha! Ha!
Remington!

Arriving in New York on Wednesday morning, the Convention delegates and the band breakfasted at the Arkwright Club, and then the Convention and the band separated, the band crossing the street to the Remington office, where it gave another concert, after which they betook themselves to the office of the Columbia Phonograph Company, where records were made. The members of the Convention proceeded to the Grand Central Station and took a special train to Bridgeport, where they inspected the Ribbon Factory, returning the same night on another special.

Sixteen big Packard touring cars were at the station to receive them when they returned and took them to the Oriental Hotel, Manhattan Beach. A hundred or more Remington banners flew from the autos, and there were a hundred thousand people or more in New York who knew there was a Remington Convention by the time the procession reached the beach.

Next morning at 9:00 a. m., the two days' session began, with J. W. Earle, President, occupying the chair. The sessions were especially interesting and concluded with a banquet on Friday evening. President J. Walter Earle presided at the banquet and acted as toastmaster. The other officials of the Remington who sat with him at the head table were Vice-president A. A. Forrest, Vice-president F. E. Van Buskirk, Vice-president George W. Dickerman and Treasurer W. T. Morse. The speakers of the evening were P. C. Kellogg, Philadelphia Remington manager; A. A. Forrest, vice-president; B. F. Powers, Minneapolis manager; George W. Dickerman, vice-president; J. R. Stanford, Mexico City manager, and F. E. Van Buskirk, vice-president.

Mr. Van Buskirk dwelt on the already familiar achievements of the immediate past and the prospects for the immediate future. He ended with a ringing call to arms and inspired summons to every Remington man, which brought a response which shook the very rafters.

Thus ended the 1913 Remington Typewriter Convention—a Convention which will live long in the memory of every man who attended it.

EHRLICH TO VISIT SHOW.

Jacob Ehrlich of Joe Lesti Nfg., Vienna, Austria, will attend the Business Show at New York this month. Mr. Ehrlich is one of the best known office equipment men in Europe and it will be a great pleasure for his American friends to meet him again. He was one of those who attended the show last year and took great interest in the different exhibits.

E. FABER TO EXPORT DAVIDS INKS.

W. Miller-Jones, manager of the export department of Eberhard Faber, has made arrangements whereby the house of Eberhard Faber becomes export agent in South America, Central America, Panama, the West Indies, Mexico, South Africa, etc., for the Thaddeus Davids Company and will hereafter export the well known inks and adhesives of that house to their connections in the countries named.

Mr. Miller-Jones has had an extensive experience in the stationery field, having been with Eberhard Faber for about twenty-seven years. He is the one who created the export department and has built it up

W. MILLER-JONES.

from nothing until it now forms an important link in the Eberhard Faber business. He speaks Spanish and other languages fluently and has traveled extensively. He is noted as an after-dinner speaker of rare wit and fluency.

C. M. LEMPERLY WEDS.

Office Appliances has just received an announcement of the wedding of Charles Mitchell Lemperly of the American Multigraph Sales Company, to Miss Eva May Brainerd, daughter of Mr. and Mrs. Charles Wesley Brainerd of Lakewood, Ohio. The wedding took place on Saturday, September 20. Mr. and Mrs. Lemperly will be at home after the first of December. They will reside at 1280 Manor Park, Lakewood, Ohio, a suburb of Cleveland. Mr. Lemperly is one of the well known men in the duplicating machine field, being one of the strong and aggressive units in the Multigraph organization. Hearty congratulations and good wishes are extended to Mr. and Mrs. Lemperly.

New Era Check Protector

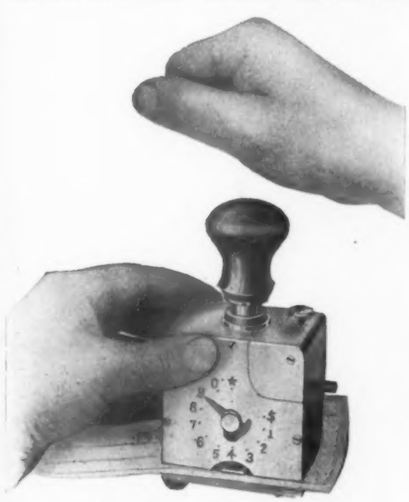
FIRST LOW-PRICED MACHINE TO STAMP A CHECK WITH AN UNALTERABLE IMPRINT—VIZ: THE INKING AND MACERATING SYSTEM.

There are hundreds of business men in your locality who believe firmly in check protection **of the right kind,** but who hesitate to acquire it because of the hitherto high prices of $30 - $65 and more.

There are hundreds more who will never know how much they need check protection of the New Era kind until *you* tell them—until you call their attention to the amazing annual losses reaching into millions and millions of dollars.

There is not a single logical reason why you or any other business man should not protect his bank account,—protect that signature which means an order to pay out **one** dollar of that bank-account or *all* of it at the will of a check-raiser, be he amateur or professional.

Know you **Mr. Dealer** and **Mr. Agent** that it is ***absolutely impossible*** for you to write a check that cannot be raised. That is: unless you protect it by the inking and macerating system which is the principle on which the New Era check protector operates.



Check in position—operating machine.

You can be prepared to show every one of your customers **how** his check may be raised in spite of any other method of "so called protection?" he may use, and demonstrate it to him right under his very nose so effectively that a microscope could not detect any sign of alteration.

We can show you how all this can be done. We can transmit to you the required information in such a way that, without loss of time or inattention to other details of your business, with "check protector" knowledge you can increase your daily revenue considerably. We will lay "check-raising" so bare to you that in comparison **"September Morn"** will look like an arctic explorer.

You will become firm in the belief that every person who issues checks should not be without New Era protecton. And in the firmness of these convictions you will find open to you another source of revenue of sterling worth.

And you will no longer risk the patronage and good-will of your customers by selling them perforators, crimpers and other devices that are really no protection at all. You will sell them the **best** protection, the **only** means of protection, and at a price well within the limits of their pocket-books.

New Era Mfg. Co.

450 Fourth Ave., New York City

Mention Office Appliances when writing.

Showing ink roll good for 6,000 impressions.

The New Era Check Protector is destined to be the most universally used machine ever introduced. The character of its work, the ingenuity of construction, and above all the low price makes it easily a leader.

It is of handsome appearance with its high nickel finish and genuine rosewood handle. Standing 6 in. high and 3 in. wide it is a handy, convenient machine that is on your desk where you want it, when you want it. With ordinary use one inking per year is sufficient.

It is absolutely guaranteed, the policy of the concern being to stand behind it for a business life time. Its mechanism drives indelible ink through and through a check, weakening and macerating the fibres of the paper so that any attempt to alter results in destruction of the check. It limits the value of a check to the very dollar. Easy and efficient of operation.

The imprint **$10** ★ The price

Mr. Salesman or Agent

Dear Sir:—

We've got a few crackerjacks on our sales force who have proven their ability to net $100 and more week in and week out. We sincerely hanker for a few more such men. Are you there? If you think you can qualify let's hear from you. Address Sales Manager. Give experience, age and other essentials.

New Era Mfg. Co. — Office Appliances
450 Fourth Ave., New York

Please comply with the following request as checked by me:

Further literature with Dealers or Agents Discounts.	
One New Era Check Protector on Ten Days Trial.	
Special Unique Selling Plan.	
Particulars about "check-raising."	

Attach this coupon to your card or letter-head

Do a little Coupon Clipping.

CHICAGO STATIONERS MEET.

The regular quarterly meeting of the Chicago Stationers' Association was held at the Grand Pacific Hotel, Thursday evening, September 18. The meeting followed a supper which was served as usual at about 6:30 p. m. All members were invited to the meeting, which was one of considerable interest, since matters relative to the meeting of the National Association came up for discussion.

President Childs announced that a letter had been received from Mr. Sherman of the National Blank Book Company, who is now in Denver. Mr. Sherman is in much better health than he was when he left Chicago.

The roll call and the reading of the minutes were dispensed with. Standard committees were called upon for reports. The Membership Committee reported applications from Mr. Stafford and from the Lewis Melind Company for auxiliary membership. These applications were unanimously accepted and declared elected to membership.

W. E. Smith, the Auditing Committee of one appointed to look over the books of the treasurer, raised a laugh when he announced that "everything is O. K., not a dollar has been taken." The president asked for the sense as to the appointment of a Nominating Committee and it was decided to leave the appointment of such a committee in the hands of President Childs. The following Banquet Committee was appointed: William Rodiger, Charles A. Stevens, Sam Mayer and Harold Struble. The question of the Association's delegate to the coming meeting of the National Association came up for consideration and Mr. Sawtell nominated Mr. Gibbs. Mr. Gibbs was elected delegate to represent the organization at the next meeting of the National body. The election of Mr. Gibbs was accomplished by a unanimous rising vote. After a graceful acknowledgement by the delegate, who said that the position was no sinecure, since he is kept up all hours of the night on committee work and hears little of the convention, the question was raised as to how many of those present would attend the convention. A committee was accordingly appointed to handle the convention trip. On motion Joe Hildreth, western representative of the Esterbrook Steel Pen Company, was made chairman of the committee and empowered to select his own assistants. A canvass of the meeting disclosed the fact that about twenty of the thirty or more members present would join the party on the trip to Springfield and that many others would come in from surrounding cities before the 11th of October.

On motion it was ordered that the expenses of the Association's delegate to the convention be paid from the funds in the treasury of the organization. After some discussion the following resolution was passed:

Whereas, Chicago realizes the value of the services of the State of Texas to the National Association, therefore be it

Resolved, That these services should be recognized at the annual convention in some substantial and fitting manner.

After the passage of the foregoing resolution, the president announced the appointment of the following nominating committee to report at the next meeting of the Chicago Association: Henry F. Sawtell, chairman; Archie E. Eggert and Fletcher B. Gibbs.

The place of the next annual meeting of the National Association came up for brief discussion and it seemed to be the consensus of opinion that the contest would lie between Dallas and Philadelphia.

On motion the meeting adjourned.

"RO" AND THE NEW IDIOM.

By Henry Wise, Davao, P. I.

I write this in self defense, and in justice to others.

I have been made to appear in Office Appliances as the inventor of "Ro," a "world speech" constructed on the **a-priori** plan, or rather **in process** of construction, by the Rev. E. P. Foster, of Marietta, Ohio, and promoted in a periodical entitled "World Speech" in that city. I have no connection with **Ro** except to keep up with it for my own information, as behooves any one engaged in this line of endeavor.

To show the vast difference between the **New Idiom** and "Ro," I shall show up briefly his treatment of the verb, which he divides into three fundamental classes, **viz.**, verbs of affirmation, verbs of negation, and verbs that ask questions, from which all verbs are derived. Tenses are indicated by the terminals **l, m,** and **k,** and other forms by certain syllables, as shown by the following exhibit, extracted from the rather inartificial presentation of the subject in his paper:

Verbal Roots.

Aff.	Neg.	Inquis.
Pr.—Yel	**Nel**	**Wel**
P.—Yek	**Nek**	**Wek**
F.—Yem	**Nem**	**Wem**

General Forms—(c equals sh).

Infinitives.

Neuter—Yebal—to be.
Intrans—Yebel—to become.
Trans—Yebil—to do.
Pass.—Yebol—to be done.

Participles.	Passives.
Yepal—being.	**Jeca**—be.
Yepel—becoming.	**Jece**—become.
Yepil—doing.	**Yeci**—do.
Yepol—being done.	**Yeco**—let be done.

Synopsis of Verb—Neuter.

Simple.

Pr.—Yelal—is.
P.—Yekal—was.
F.—Yemal—will be.

Compound.

Yelak—has been.
Yekak—had been.
Yemak—will have been.

Intransitive.

Pr.—Yelel—becomes. **Yelek**—has become.
P.—Yekel—became. **Yekek**—had become.
F.—Yemel—will become. **Yemek**—will have become.

Transitive.

Pr.—Yelil—does. **Yelik**—has done.
P.—Yekil—did. **Yekik**—has done.
F.—Yemil—will do. **Yemik**—will have done.

Passive.

Pr.—Yelol—is done. **Yelok**—has been done.
P.—Yekol—was done. **Yekok**—had been done.
F.—Yemol—will be done. **Yemok**—will have been done.

Animals.

Mutka—dog. **Mutfa**—cat. **Musla**—horse.

This will suffice to show what **a-priori** language **looks** like, **and sounds** like (most letters are sounded as in Latin).

Mr. Foster quotes the **Encyclopedia Brittannica** as saying: "It is evident that the **a-priori** is the only basis which is really international, neutral, and independent, and it is a significant fact that the earlier attempts were all **a-priori.**" And he goes on to add: "The champions of the **a-posteriori** system have but to go on pounding each other to pieces as they are doing at present. Their mutual destruction will leave the arena open and clear for a new **a-priori** language. This will be based, not on the jangling jargons of the jungle, but on scientific analysis and classification of ideas. It is the only method worthy of scholarship, or of the twentieth century."

Well, Brother Ro, it's a question of "survival of the fittest," and we're going to fight it out on this line if "it takes all summer"!

BRITISH BOOK STORE CATERS TO AMERICANS.

W. & G. Foyle Book Stores at 121-123 Cherry Cross Road, London, W. C., in a circular announcement point out that their new book shop, which they say is the largest second-hand store in the world, is run almost entirely on American lines. Both members of the concern are at all times ready to conduct visitors through their well known establishment. This shop is one of great interest to all book lovers and deserves a visit by Americans who go to London.

NEW CONCERN IN DETROIT.

A new office appliances company has been organized at Detroit, Mich., by Will E. Sable, Julius Bing and Max E. Sable. The new concern will be operated under the name of the Detroit Office Appliance Company and will use the name Doac as a trademark for their lines. Will E. Sable and Mr. Bing have been associated together about two years as Michigan representatives of the Victor Safe & Lock Company. They are live wires and experienced in the sale of equipment to large business concerns. They are looking for the agency for the latest office devices.

Typewriter Speed and the Business Man

An Argument

A typewriter as an investment practically has but two points in its favor, speed and legibility. These alone have made it the great economical factor in the conduct of business. It is a piece of office furniture which cannot be easily carried from place to place, and when it comes to mere convenience, the old goose quill has it beaten a mile. It weighs as much as many thousand pens, and a hundred thousand pens could be stored in the space occupied by one machine. Then again, it is costly in comparison; for the price of a machine one could buy steel pens sufficient for his own use and for many generations of his descendents. Therefore, a typewriter is neither bought for its convenience nor because it is cheap, but solely because it possesses the two attributes mentioned, legibility and speed.

So far as legibility is concerned, that is but secondary.

If in it lay the sole value of the machine, it would not mean much as a sales argument—in fact when the first machines were sent out, more than one person got "real mad" at receiving a printed letter, believing it a reflection upon his ability to "read 'ritin'."

Getting right down to brass tacks, the machine has but one real attribute which gives it untold value—SPEED. It is five times as fast as the quill or pen, and it finds its place today in every business office only because of that fact; there is no getting around that statement. Were it not for the machine on which your typist turns out a hundred letters in a day, from three to five clerks would be required to do the same amount of correspondence.

Speed, then, is the one preeminently valuable thing in a typewriter, in any typewriter and in all typewriters. This being so, it goes without saying that the greater the speed of any machine, the greater its value—that the fastest machine is the most valuable machine, and therefore the best investment for your money.

It is sometimes said that "any machine is as fast as the ordinary operator." That is not true—it may be so far as

your own operator is concerned, but if so, you are not getting proper returns on the salary you pay to that operator. No two machines of different make are of the same speed—cannot be—one must be faster than the other, and there must of necessity be one which is fastest of all. If speed be the factor which caused you to buy a machine, then the machine with the greatest speed should be the machine you buy, because every good business man gets the most he can for his money.

No matter who the operator —how fast or how slow she may be—she will be faster on the machine which is capable of the greatest speed, and if you compel her to use any other you pay twice for things you do not get—you pay her a salary for doing less work than she could do with a faster machine, and you pay good money for a machine which forces her to do less work.

These things are beginning to appeal to business men. During the past ten years it has been found that the capabilities of the machine are far in excess of what had been imagined. The operator of today is twice as fast as was the operator of 1893, which means that you get for the same amount of money, or a

trifle more, twice as much work done each day.

This result has been accomplished through the instrumentality of what are known as speed contests—yearly trials of speed, the object of which is to set a figure on the capabilities of the typewriting machines in the hands of experienced operators. From the beginning of these trials one machine has invariably stood at the top and has never been equaled. It has won every International contest for speed, accuracy and stability—it has set a pace that others have attempted but have never been able to follow. It has shown that it possesses speed far in excess of any other typewriter made, and in the hands of any operator it is more valuable because that operator can get more work out of it—and therefore it pays a better yearly dividend on the amount invested. That machine is

The Underwood

The machine you will eventually buy

SECURING NEW BUSINESS

IMPORTANCE OF KEEPING BUSINESS ALIVE WITH NEW CUSTOMERS.

FROM AN INTERVIEW WITH R. B. YOUMANS, OF THE J. K. GILL CO., PORTLAND, ORE.

THAT the development of new business is the most important problem for the average dealer to solve cannot be gainsaid. It is next in importance to retaining old business, for no stationer can prosper without new business coming in continuously, while the old business may be cultivated and made to increase. New customers are a necessity if the life currents of the business are to be kept alive and growing. New business is secured by several different methods, the principal of which are personal solicitation and direct mail circulation. The J. K. Gill Company makes use of every method of publicity to keep a continuous inflow of new business coming to the store, and by these methods and by the service it has rendered the public it has grown from small beginnings to one of the most prosperous and imposing establishments of its kind in the United States. Those who go out after new business for their store should carefully study the ground they desire to cover. Nothing is lost by taking time for an accurate, painstaking canvass of one's field. A campaign for new business may be likened to a military campaign wherein the commanding general maps out the district to be covered by his various divisions and instead of attempting to conquer an entire territory in one operation, separates his field into different sections and concentrates his strength upon each one by one. It is said that the principal harbors and seaports of the United States which are fortified by the close defense of the army of the military organization are all accurately chartered in squares and that where mines are laid it is possible for an operator seated in a bomb-proof house to explode a mine in any given square over which an enemy's ship may be passing.

The business man should do his work in an equally careful and painstaking manner. The fight for new customers is a constant warfare. We should not get the idea that a man to increase his business must take the customers away from somebody else, for more or less good will evidently result from clever advertising and good business methods. But by far the most important result of the right methods will be the actual creation of new business where there was no business at all for anybody before. What then are the established houses who ought to buy your goods and do not? What is their business? Where are they located? Why should they not be using certain devices which you handle? When the dealer sends his representative in to solicit this business what can he say about his goods which will convince the purchasing agent that he has that which will save money or its equivalent in time or labor for the purchaser? Let the dealer think these points out carefully and, better still, let him commit them to writing and see that whoever he sends out to solicit business has carefully mastered every detail of the store so that he will go out fully armed with every essential of knowledge to bring back the orders. Let each man who goes out to solicit business cover a definite list of firms and individuals and have some definite proposition to present to each. This system is particularly valuable for new concerns just open, who must handle their business more or less by personal solicitation. Careful analysis of the situation and well laid plans energetically carried out will always bring in new business. The names of new companies entering business can be obtained from the Secretary of State in the state where one lives and from the superintendent's office or regular agents of office buildings, etc. Tips can also be secured by the store's own solicitors and by men delivering the goods. All this information and much of the same sort from other sources is of great value when used discreetly and it is well worth spending time to get.

Another very valuable asset to most stationers is the store window, especially to those whose location is on a prominent street much traversed by pedestrians. Others whose business is principally secured by personal solicitation might perhaps use their window space to equal advantage for some other purpose.

TAKES SONS INTO PARTNERSHIP.

James Hadkinson, insurance and commission agent at Smyrna, Turkey, has taken his two sons, Charles Hadkinson and George O. Hadkinson, into partnership, and the firm name is now James Hadkinson & Sons.

A SYSTEMS DEPARTMENT.

By J. E. Van Natta of Taylor & Company, The Corner Bookstores, Ithaca, New York.

We have in connection with our store a feature which is different from that commonly found in stationery stores, but which we have discovered to be of great utility in our business. It is nothing less than a room set apart from the main store which we call our "Systems Department." This place is fitted up as a model office, with desks and chairs, and also with a typewriter and a typewriter desk. In connection with this room we have several loose leaf ledgers and a complete line of bookcases, also a complete vertical filing system on a small scale, together with several systems of card indexes. All of these items are in actual use and can be shown to much better advantage in this way than from a catalog or by showing the articles separately. In this room we have the latest A. B. Dick Mimeograph, two or three different pencil sharpeners and materials of all kinds to equip a modern office. We know from experience that a demonstration of this kind is a big help in landing a difficult sale and has marked features of advantage over the usual system of displaying the articles scattered throughout the main store. When we take a customer into this room, where it is very quiet, we feel that we are showing him the articles as they appear in every day use, and we know that it is much easier, amid such surroundings, to convince him and close the deal than by any other method we have ever tried. We recommend this idea to all dealers who can find space for an extra room of the character described.

ANOTHER STRIKING POSTER.

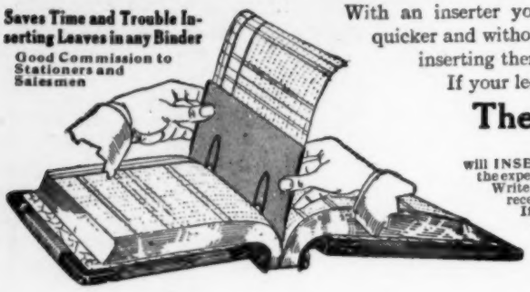
In the last issue of Office Appliances we described a poster which had been received from one of the Underwood Typewriter Company's agents in Italy. There has come to us during the past month another interesting evidence of the activity displayed by Italian agents for the Underwood typewriter. It is a three-color poster issued by Damiani & Giorgio, Venice, Italy. This advertisement measures about four and one-half feet by three and one-half feet. It mentions, in bold white letters on a dark green background the Underwood's victories at the recent typewriter contest at Pavia, Italy, and calls attention finally to the fact that there was established on the Underwood an Italian record of 583 strokes, or about 100 words a minute. The poster was printed by the house of G. Scarabellin of Venice and is most creditable to all who had anything to do with producing it.

A shingle mill in Maine uses 2,000 cords of paper birch each year in the manufacture of toothpicks.

The Ideal Leaf Inserter for the Up to Date Office

Saves Time and Trouble Inserting Leaves in any Binder

Good Commission to Stationers and Salesmen



With an inserter you will at all times insert your leaves quicker and without tearing, nor soiling them, like when inserting them with the hand.

If your ledgers are apparently filled, the

The Ideal Leaf Inserter

(Made of German Silver)

will INSERT 100 or more additional leaves, therefore save you the expense of buying a new ledger for these 100 new accounts. Write Ideal Leaf Inserter on a postal or your letterhead; on receipt I will give you free information.

If Inserters are wanted at once, send a leaf from each size ledger; they will be sent to you express prepaid.

L. E. CHARLEBOIS

P. O. Box 102 **Minneapolis, Minn.**

ENRIQUE ARVELO

Caracas : : : : Venezuela, S. A.

former member of the now dissolved partnership of

ENRIQUE ARVELO & PHELPS

begs to advise that from July 1st has established himself for his own account in the same building at the Corner of Sociedad, and in the same line of business of the former concern. The capital has been raised to ONE MILLION BOLIVARES, Bs. 1.000.000.00, and the store thoroughly reorganized. I am specially interested in American goods and solicit exclusive agencies for Venezuela.

At the present I am the sole agent for the following companies:

New Home Sewing Machine Co., Burroughs Adding Machine Co., Chalmers Motor Co., The Baldwin Company, The York Safe & Lock Co., The General Fireproofing Co., The Studebaker Corporation, Federal Motor Truck Co., The Chas. A. Strelinger Co., The Lincoln Electric Co.

References: G. Amsinck & Co., 6 Hanover St., New York, American Trading Co., 25 Broad St., New York, Yglesias, Lobo & Co., 66 Beaver St., New York, De Sola Bros. & Pardo, 90 Wall St., New York, Meyer & Co., 135 Front St., New York.

Address all correspondence to

ENRIQUE ARVELO, Esquina de Sociedad, Caracas, Venezuela, S. A.

Cables: ENARVELO, Caracas.

INDEX CARDS
40c Per M up

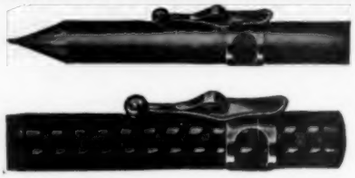
GUIDE CARDS
$1.45 Per M up

FOLDERS
$2.25 Per M up

MANIFOLD PAPER
40c Per M up
TYPEWRITER PAPERS
50 Different Lines
Let's get acquainted—WRITE
A. S. Landsberg, 29 Beekman St., N. Y City

"ALL THAT THE NAME IMPLIES"

THE FAULTLESS
PEN AND PENCIL HOLDER



Durable Attractive Satisfactory

The lever movement makes it easy to apply to the pocket without the use of both hands It holds securely and does not pull or crush the pocket when inserting the pen or pencil.

Put up in three-dozen lots, assorted sizes, on attractive card with an easel back.

L. D. VAN VALKENBURG
MANUFACTURER
Holyoke, Mass., U. S. A.

INTERESTING MACHINE HANDLES DATA.

At the International Rotarian Convention, held at Buffalo, N. Y., from August 17 to 22, a notable feature in the handling of complicated data, incidental to registration was the adoption of a machine for the purpose. This was probably the first time in the history of conventions that a machine has handled data of just this kind. The manner in which the machine adopted handed out up-to-date data called forth an enthusiastic vote of thanks from the Rotarians. To quote: "While this expression is brief it is none the less sincere and hearty and means that the delegates to the Buffalo convention will long remember the part it played in writing up such a successful convention."

The machine used for the foregoing purpose was the Hainer Bookkeeping Machine, and already a number of Chamber of Commerce and Board of Trade committees have interested themselves in it for registration purposes in connection with conventions. The Hainer Bookkeeping Machine is manufactured by the Hainer Bookkeeping Machine Company, 710 Eddy St., Providence, R. I. Any one interested in this remarkable product should write to the foregoing company for fuller information.

TRADE SHOW AT VENICE, CALIFORNIA.

The Public Welfare Exposition is the name of a show to be given at Venice, Cal., beginning October 5, and ending October 12. This event is under the direct supervision of the League of California Municipalities' Convention, to be held on the above dates. The auditorium has been engaged for the exposition and the exhibits will include appliances and merchandise of interest to public officials. The Business Equipment Sales Company, Inc., George H. Seward, president, of Los Angeles, has taken one of the prominent booths and will exhibit a line of adding machines, mailing devices and check signing machines.

STENOTYPE TEACHERS MEET.

The Stenotype Sales Company, Indianapolis, Ind., have inaugurated an educational campaign, calculated to make teaching of stenotyping easy. A class in pedagogy was held in the Sherman House, Ill., September 27 and 28. There were over one hundred teachers from the leading commercial schools, within a hundred and fifty miles radius of Chicago, in attendance at this class.

The work was devoted entirely to ways and means of teaching the Stenotype so as to produce efficient and high speed operators in the shortest possible time. The class was in charge of W. S. Ireland of the Stenotype Sales Co., assisted by W. F. Schroufe, their Chicago representative.

Never forfeit the confidence of your customer by making promises you know you cannot fulfill.

Steel Frame ECONOMY FIRE PROOF

WASTE BALERS

"Turn Waste into Profit" "Reduce Fire Risks"

A Profit, Too, that you can no longer afford to overlook. An income that will nearly pay for your wrapping paper, pay your Fire Insurance, or go a long way toward paying your janitor and fuel bills.

If You Saw a Quarter or even a five-cent piece lying on the floor, you would not hesitate about saving it, and no doubt you would be just mean and low enough to pick up a one-cent piece if you saw it. And at the same time, you will stand by and watch your janitor burn 50c or $1.00 worth of waste paper, etc., or you will sell it loose at one-half its value and take the buyer's weight without saying a word. It would pay you to be consistent.

Did You Ever Stop to Figure that a saving of only ten cents per day will be an annual dividend of over 70% on a No. 1 Steel **Fire Proof** "Economy"? This is a fact and it takes but mighty little waste paper, excelsior, straw, etc., to bring you 50c or $1.00 a day and pay you from 300 to 700% every year. The Fire Proof Economy is not an expense. It pays for itself, and lasts a lifetime.

There's an Economy for Every Purpose and Purse, to be operated by Hand, Belt or Directly Connected Motor. Small balers for office use.

Steel Frame ECONOMY FIRE PROOF
Waste Balers

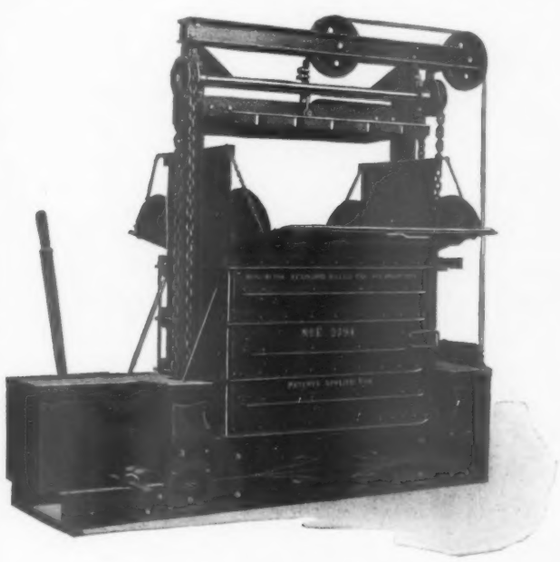
A Large Percentage of the Fires in America start in loose waste carelessly left in bags, crates or upon the floor. Loose waste paper, etc., is just as dangerous as an open can of gasoline. All it takes is a carelessly thrown match cigar stub, etc.

The Economy Is the Only Baler of this type on the market that the Insurance Underwriters recognize as actually Decreasing Fire Risks. With the Economy, the waste is kept out of the nooks and corners inside the Steel **Fire Proof** box of the press. No danger from spontaneous combustion or from carlessly thrown matches, cigarette stubs, etc. The blaze is all inside the Steel **Fire Proof** "Economy."

It's the only baler O. Ked by State Fire Marshalls as a "Fireproof Receptacle for Waste" complying with the Fire Prevention Laws.

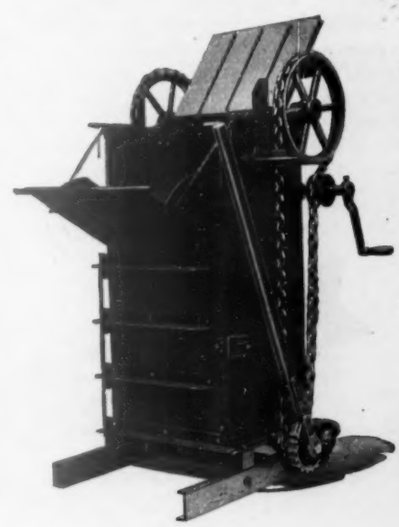
Let Us Help Solve Your Waste and Packing Problems. Bale your waste materials of all descriptions—even your scrap metals, wire, turnings, etc.

Cut your packing costs by baling your bags, blankets, goods, etc. Save your pine boxes



You cannot afford to "get along" without an Economy in your business, whether it be large or small.

We can PROVE it.



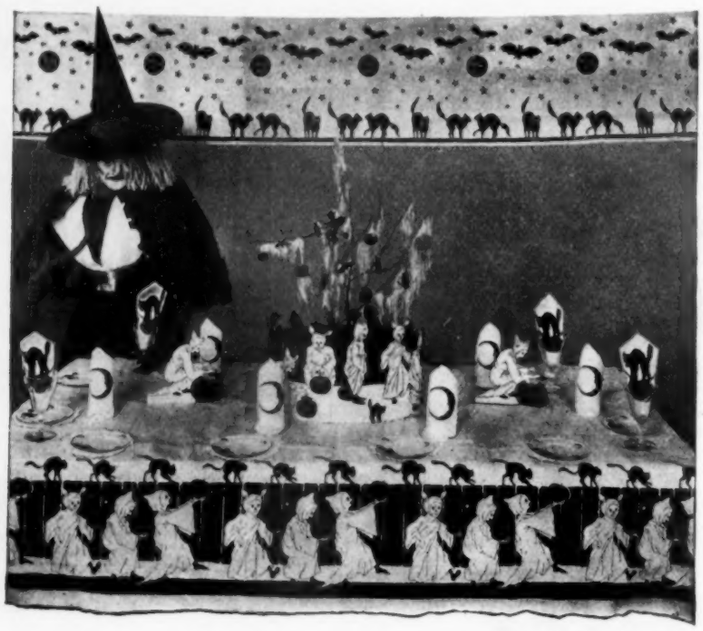
It Will Pay You Big to Investigate Our Proposition. Why Not Write Now?

ECONOMY BALER COMPANY

Box 31, Ann Arbor, Mich. - - - U. S. A.

SOME DENNISON HINTS FOR WINDOW DISPLAYS.

The dealer is urged by the Dennison Manufacturing Company not to forget the small items in trimming windows or cases. A sheet of consecutive numbers may make a man remember that he needs new filing boxes, and a box of index tabs may remind him that his desk memorandum book is getting old. Many stationers have found that an attractive and profitable display may be made with Dennison's office and home specialties. The best way to arrange such a display is not only to show the articles themselves but also to indicate how they are used. Put in key tags and attach two or three of them to the keys. On one side of a box of coin wrappers place fifty pennies loose and on the other side show a roll of fifty or more wrapped and ready to be taken to the bank. Other little conveniences may be shown, such as, Quickest Gummed Kraft Tape in the roll beside a package sealed with it; a box of Adhesive Transparent Tape and a torn dollar bill which it has mended; a few rolls of Gummed Cloth Tape and a pamphlet bound with the same material; Music Binders fulfilling the use for which they are intended; a carton of Gummed Index Tabs beside a book fitted with them; Cloth Patches and a Loose Leaf Book showing how they are used to reinforce the torn holes in a leaf; Coin Cards, Standard Baggage Tags, Adhesive Outfits No. 11, Consecutive Numbers, Sealing Wax and Parcel Post Tags and Labels. One or two Handy Boxes may be used effectively as the central features of a display such as has been described. In connection with Handy Boxes it is well to know that they are becoming increasingly popular as prizes at card parties where there is a prize for each table. There is need for something which will be appreciated by either a man or woman, and the Dennison Handy Box fills the bill.



Salesmanship means creating, as well as supplying a demand.

It is the calm, sober, sensible argument that is forceful, impressive and convincing.

SUCCESS

The Best Selling Office Device

on the market to-day is

THE

BOSTON

PENCIL POINTER

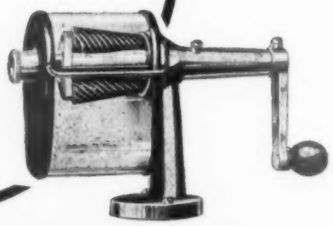
Ask Any Dealer

Are you Getting Your Share of the Profits?

BOSTON SPECIALTY CORPORATION

261 Broadway

New York



Its clear, sharp, permanent copies make its quick, constant sales

ADVERTISED quality explains the tremendous sale of MultiKopy. More people see its advertisements than of all other kinds combined. More people try it, find it absolutely satisfactory, buy it again and tell their friends. Result—MultiKopy is by far the world's largest-selling carbon paper.

Your repeat sales, quick turnovers and large profits are convincing reasons for carrying MultiKopy. Besides, MultiKopy is *never* dead stock. Never dries out, skins over nor "livers." A box of MultiKopy ten years old is still good. No other carbon paper gives such complete all-round satisfaction. And we'll take back any unsold stock after a specified time.

TRADE **MULTIKOPY** MARK
Carbon Paper

Write for Prices

Dealers who want to deal with the largest factory and sales organization in their line, that makes a specialty of co-operation with their representatives, will write for our selling proposition that guarantees against loss.

Star Brand Typewriter Ribbons are made in all colors, for all machines, all widths. Guaranteed to give 75,000 impressions of the letters "a" and "e" without clogging the type so as to show on the paper. Write today for terms.

F. S. WEBSTER COMPANY
338 Congress Street **Boston, Mass.**

New York, 114-118 Liberty Street
Chicago, 14 North Franklin Street
Philadelphia, 908 Walnut Street
Pittsburgh, 830 Park Building
London, E. C., 50 Holburn Viaduct
" " 67 King William Street

Berlin, Friedrichstrasse, 60
" Kommandantenstrasse, 89
Frankfurt A/M. Germany
Vienna, 111 Paracelsusgasse, 6
Budapest, Hungary
Copenhagen, Sotorvet 1 and 3

Stockholm, Sweden
Christiania, Bakkelaget
Rotterdam, Zuidblaak, 64
Ghent, Belgium
Krakow, Poland
Moscow, Russia

Gossnitz S/A. Germany
Paris, 10 Rue Saulnier
Barcelona, Calle Universidad, 106
Milan, Via Principe Umberto, 3
Tokyo, 3 Kajicho Kanda

You Read These Days About System—Production —Service

They amount to nothing if not properly applied.

Successful chair manufacturing for a period of over forty-one years proves the **Murphy** methods correct.

There is harmony in our methods as well as the product.

No. 262
LIGHT GOLDEN OAK, RUBBED DULL PAD OR PERFORATED LEATHER SEAT

Murphy Chair Company
DETROIT, MICHIGAN

Your Manufacturing Problems Simplified

¶ We will take your article, develop and improve it, design and make the tools and special machinery for its manufacture. We will produce it for you *in our factory*, or design and make a complete equipment of jigs, fixtures, dies, etc., for its production *in your own factory*.

¶ Our tool department is peopled by 300 expert designers and tool makers.

¶ Consult us regarding your proposition. Our advice will be valuable to you.

The Taft-Peirce Mfg. Co,. Main Office and Works: **Woonsocket, R. I.**
NEW YORK, 165 Broadway DETROIT, 1311 Majestic Bldg.

SHORTHAND IN UNIVERSITY COURSES.

The University of California has recently introduced shorthand courses. Owing to a realization of the need for vocational studies in university work, the California University has adopted a course in Gregg shorthand and in typewriting and office training. This course is to be found in the University Extension Division and is under the direction of a resident instructor and member of the faculty. Courses are offered by correspondence, by class and by lectures, and are designed for men and women who desire to become secretaries or teachers of shorthand and typewriting. Those who have a knowledge of Spanish will be given an opportunity to study the Spanish adaptation of the Gregg System.

An important feature of the work will be the course in office training, which will emphasize the important phases of office practice with which the secretary or teacher of today must be acquainted—the mail; office appliances, equipment and systems; enclosures; billing; deportment; letter writing; filing; business and legal papers; insurance; contracts; banking; telegrams; cablegrams. Printing and proofreading will be offered in the advanced courses.

As showing the breadth of the course, the following lectures will be offered:

"The History of Shorthand," "The Psychology of Shorthand," "Shorthand and Phonetics," "The Business Man's English," "Effective Correspondence," "Commercial Value of Enthusiasm," "System in the Office," "Efficiency." The following textbooks have been adopted: Gregg Shorthand Manual, Taquigraphia Fonetica Gregg-Pani, Rational Typewriting, Office Training for Stenographers, by Rupert P. SoTelle.

The University of California is a leader in educational thought in the great West and is noted for its progressiveness, and has shown that it is keenly alive to the demands of the day. It is the third, if not the second, largest university in the country, the enrollment in 1912 being nearly 7,000 students. That the university fully meets the needs of the public is shown by its rapid growth.

The enrollment in 1912 nearly doubled that of 1910—or, to be exact, it showed an increase of 98 per cent. Considering the fact that the population in the West is not nearly so dense as in the East, the big enrollment at the University of California shows that not only does the university supply the training needed by the people of that state, but that the young men and women of California are keenly alive to the advantages of a university education.

The business of the Center Shaft Penholder Company has been growing very steadily ever since they moved into their new factory. The demand from the United States as well as from abroad is very gratifying to the members of that well-known concern.

NEW INVENTION

PATENTED JAN. 27, 1913

INSERTABLE CELLULOID TIP

NO PART OF METAL

Made in all sizes—5x3, 6x4, 8x5, Letter, Cap, Invoice and Special Sizes.

Colors—Clear White, Red, Green.

Tips—$\frac{3}{8}$" or $\frac{1}{2}$" high. Any width desired.

CELLULOID is transparent, clean sanitary, impervious to dampness, light, flexible, pleasant to handle, and when applied to guides by our perfected process, it becomes a part of the guide, adds to the strength, preserves the flexibility, prevents soiling, keeps them new and multiplies their life.

50 CENTS will purchase a sample display in six stock sizes.

ORDER NOW

Manufactured and sold exclusively by

THE Wabash

Est. 1883

WABASH, IND.

Manufacturers of the Best Line of Quality FILING CABINETS AND SUPPLIES on Earth

We make one exclusive dealer in each town. Are you that dealer? If not, write us.

The Line that never disappointed

THE LINE that is so comprehensive that you need never send a customer away disappointed no matter what may be his requirements.

THE LINE that comprises a sufficient number of interchangeable stock pieces, so that you are never "just out" of what is asked for.

THE LINE that you don't have to make excuses for, as no office contract is too small or too large for the Allsteel dealer to handle—You always have just what your customers want, or can get it for them.

The Allsteel Line

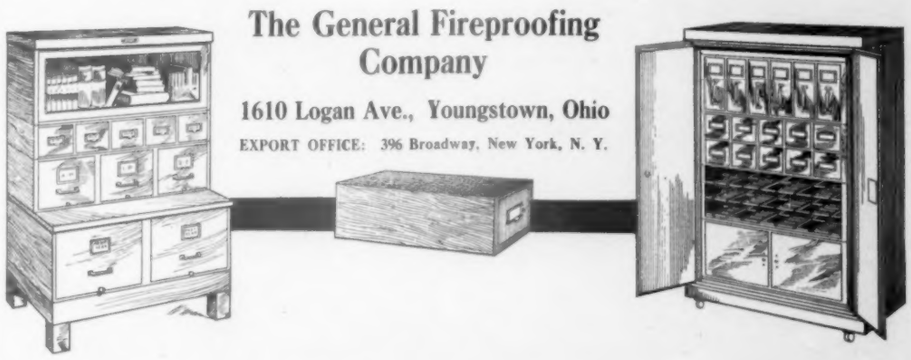
THE LINE that includes Sectional Filing Equipment, Allsteel Uprights, Full-section and Half-section Horizontals, Wyde-steels, U-Nettes, Office Desks, Office Tables, Allsteel Fireproof Safes for office records, Multiple Card Cabinets, Large Office Vault File Equipment, or any special equipment you want will be built to order.

THE LINE that permits you to build up an immense business, as it gives you an exclusive agency.

THE LINE that meets every need in steel office furniture produced by a manufacturing company that you will feel proud to represent.

THE LINE that never disappoints either dealer or customer.

Write for our 64-page catalog in colors and our special dealer's proposition.



The General Fireproofing Company

1610 Logan Ave., Youngstown, Ohio

EXPORT OFFICE: 396 Broadway, New York, N. Y.

GROWTH OF DES MOINES STATIONERY COMPANY.

That "tall oaks from little acorns grow," is illustrated in the beginning, rise and progress of the Des Moines Stationery Company of Des Moines, Ia. When John W. Roovart opened his little post card studio five years ago, the present flourishing stationery and office supply business was only a vision seen by his business eye. But progress toward his ideal has been steadily pushed onward and the present prominent position of the Des Moines Stationery Company among the retail business interests of Des Moines has been attained through persistent labor and thought

JOHN W. ROOVART.

and in a remarkably short time.

A few months after the business was started stationery was added to the stock of post cards, and with the growth of the enterprise a few months later the stationery department crowded the post cards out of the store.

These steps in the development of the company had necessitated a removal from the News Arcade building to 512 Locust street, and soon after this stage was reached, a complete department of office furniture was added, marking another removal to larger quarters at 314 Seventh Street.

Various kindred lines have been added during the past three years, until now the present quarters are out-grown and another removal is imperative.

The company is negotiating for a three-story building and will add a large assortment of desirable merchandise to the line already carried.

The Des Moines Stationery Company features Shaw-Walker sectional devices of all kinds, Gunn desks, etc., and is the state agency for the Safe Cabinet Company, makers of steel office equipment, safes, cabinets, etc.

It is also the state agent for the American Bank Protection Company and the United States Safe Company, manufacturers of vault doors and deposit boxes.

The business on these specialty lines, as well as on the general list of office requisites now covers the entire state. The books of the company show customers in several hundred thriving Iowa towns, and the list is constantly increasing.

M. A. JOHNSTON.

This large volume of state-wide business is due to a great extent to the large catalog issued by the company during the past year, in which is concisely described and priced every item that can be required in the average bank or office. Hundreds of customers have found that they can order conveniently from this catalog and secure over-night deliveries from the Des Moines

J. E. CAMPBELL.

Stationery Company on goods not carried in their home town.

The completeness of the stock now handled by this company is one of the strongest inducements it offers for business.

The unfailing courtesy extended to every customer and the promptness with which all orders are filled make it a pleasure to do business with this progressive, growing concern.

The president and general manager of the Des Moines Stationery Company now and since its organization is John W. Roovart; vice president, M. A. Johnston; secretary, J. E. Campbell; treasurer, P. E. Wilson.

In Des Moines and throughout Iowa, where these gentlemen are personally known, no further word in behalf of the Des Moines Stationery Company, its high class service or policy of square dealing in every instance would be necessary. Every man in the list has an enviable reputation for close attention to business, broad foresight and capacity for taking pains.

That the business has grown so rapidly is no surprise to the friends of the officers

P. E. WILSON.

who direct the affairs of the Des Moines Stationery Company.

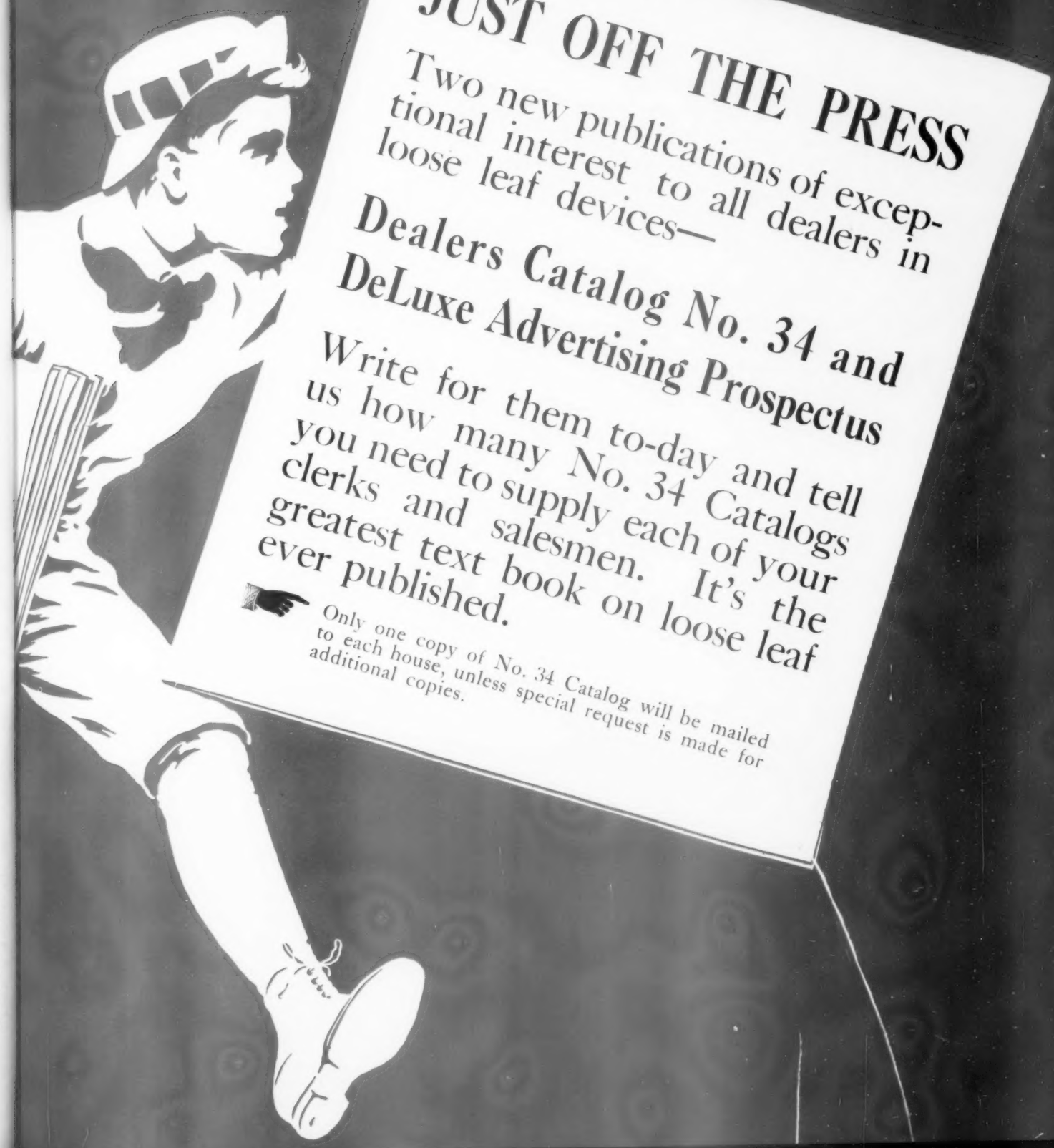
LOOSE LEAF CONCERN WANTS SALESMEN.

The Commercial Sales Company, 1158 National Life building, 29 South La Salle street, Chicago, who represent the Webster Loose Leaf Filing Company of Louisville, Ky., desires to secure two experienced specialty salesmen to handle the Webster lines in Chicago and vicinity. Gentlemen desiring to look into this matter should communicate direct with the Chicago company, whose address is given above.

Manager Snyder of the office appliance department of Koch Brothers Printing Company, of Des Moines, Iowa, with his wife, in September visited the various Middle Western manufacturing points in the office appliances field.

The Mechanical Products Company, of Brooklyn, N. Y., who manufactured the Meyer's Pencil Sharpener, are reported to have gone into bankruptcy. The liabilities are understood to be about $3,000. It has been said that the patents under which the machine was manufactured revert to the patentee under his contract with the Mechanical Products Company, and on that account the amount which the creditors will receive is a matter of conjecture.

"Extra!"


JUST OFF THE PRESS
Two new publications of exceptional interest to all dealers in loose leaf devices—
Dealers Catalog No. 34 and DeLuxe Advertising Prospectus
Write for them to-day and tell us how many No. 34 Catalogs you need to supply each of your clerks and salesmen. It's the greatest text book on loose leaf ever published.
Only one copy of No. 34 Catalog will be mailed to each house, unless special request is made for additional copies.

Why Dealers Catalog No. 34 Should Be Of Special Interest to You

—It saves time and makes selling easy

It is the most complete loose leaf reference book and price list ever issued. Your salesmen can quote instantly from the simplified price lists in this catalog on any stock or special loose leaf order that may come up.

—New stock systems for every line of business

It describes the most complete line of stock forms and systems ever offered by a loose leaf manfacturer—*Bank Systems, Systems for Public Offices, Abstract Offices, Cost Systems, Accounting Systems, Systems for Doctors, Lawyers, Dentists, Real Estate Men,* and many others—over one hundred in all.

—Complete descriptions, accurate illustrations

These systems are all clearly illustrated and described, and full directions are given for installing and using them, giving your clerks and salesmen new opportunities and new incentives for making profitable loose leaf sales.

—A line half sold before you stock it

It describes the finest and most complete line of loose leaf devices in the world—the line you will ultimately stock and feature, because we are helping you to sell it by making its high quality known to *your customers* thru our $25,000 advertising campaign. Ask for a copy of

—DeLuxeLine Advertising Prospectus

Which illustrates the 1913-14 campaign in *System Magazine*—nine full pages telling your customers about the new DeLuxe devices and systems. It describes the new DeLuxe Catalog, No. 24, and the many folders, booklets and envelope enclosures that will be imprinted with *your name* and furnished free. It tells about the beautiful signs, lithographed in eight colors, to brighten up your show cases and window displays. It tells about the special advertising campaigns for your local papers, circular letter campaigns and bulletin service for the education of your sales people. **You Need This Help—Why not write us to-day so you can be ready for the big business at the end of the year.**

C. S. & R. B. Co., Chicago and New York

Makers of DeLuxeLine Loose Leaf Devices

ECONOMIZING IN ROUTINE

A New Idea for Effecting Daily Savings.

By Fred S. Lincoln, President Fred S. Lincoln, Inc., Washington, D. C.

IT DOES seem strange that the largest possibilities in economizing in office or any other routine work are less obvious to the man who is doing the work then they are to almost anyone else who may observe his methods. It would seem that, doing a given thing a number of times daily, the worker would seek the most direct set of actions to the object desired, but our tendency to acquire habits causes wastefulness when our habits lead us to do a given thing in a given way simply because it is the way we have always done this particular thing.

Some men are inefficient and have a low production percentage simply because they are never quite prepared with their accessories. For example: The bookkeeper who each day starts his customary work, then stops to fix the height of his stool, starts again, only to stop to hunt his eraser, and so on through the day, making one false start after another, quite as though the work in hand was entirely new to him. Then there is his opposite, who for lack of directness must waste much time in making preparations that in themselves consume more time than both the preparations and work should do. Once more, attention is invited to the strangeness of the fact that being close to the work more often spoils the workman's ability to eliminate the non-essentials than it does to quicken his perceptions.

As it is with the workman, so it often is with the manager. We all of us realize the satisfaction of a smooth working system and organization and it takes a great deal of courage to introduce changed plans that are likely to upset the smooth working conditions that have been brought about through months and perhaps years of study and effort, but "There is always room for improvement." Systems that were introduced to meet certain conditions often remain with us long after the conditions for which they were created have ceased to exist. New conditions grow up in any business and oftentimes are with us unprovided for long before we realize that they exist.

It is of these changing conditions which we must ferret out constantly, of the new systems which we must devise to effect efficiency and of the obsolete systems which have become habits and which we must discard promptly for the sake of economy, that the writer proposes to deal with from time to time.

First of these, because it has become a general habit and because it may seem a

FRED S. LINCOLN.

daring innovation, we will refer to the matter of furnishing receipts to our customers in return for full settlements made by check. Our own and those of a few of our friends are perhaps the first establishments to adopt as a policy the uniform practice of not sending a receipt to a customer who had mailed us a check in full settlement of account—**unless customer requests us to do so.**

The idea can claim originality only in certain of its phases, but in these it is such a radical change from the customary procedure that it took much daring to institute the rule. It certainly is hard at times to break away from business habits, especially where habits are mostly approved by the best business people everywhere. This plan has nothing to do with receipts given for cash payments, nor for partial payments, for in both of those cases the customer needs protection and should be safeguarded, but when a check comes in that settles an account the matter is closed and the endorsed check testifies to that fact.

The birth of the idea was in the "voucher check," which is daily making more headway. The man who instituted that plan of settlement with its automatic receipt very probably had many questions of doubt of safety and of legality to answer. The actual working out of the plan has proven its merits.

Analyze this no-receipt plan if you will, and to every objection you will find an answer satisfactory to its adoption. Handling a receipt for a check is duplicate work for both payer and payee and serves only as a duplicate safeguard against the error which occurs in not one case in a thousand, and in the one case in error serves no end that the endorsed check will not serve. In our own experience, involving over 25,000 checks received, we have had five or perhaps six instances where the bookkeepers have failed to properly post and credit checks received, and in every one of these we have been put right by the customer presenting his check with our endorsement.

If the customer wants a receipt he gets it, but if he fails to ask for it he doesn't get it. Since adopting the plan we have found that our failure to send a receipt voluntarily has brought an occasional request that receipt be sent, with which we of course comply. The man who makes this demand, in proportion to the man who has failed to notice the omission or does not care, is as one in two hundred and seventy-six by careful calculation.

Total up the number of checks in your deposits for the past month, multiply that by 12 for a year, then multiply that by 10 cents each, the cost of mailing the receipt—or even 5 cents per receipt—and you will have the measure of economy. It will come pretty close to equalizing all the interest money you are paying your bank for borrowed capital or it will take off of your general expenses enough to take care of your bills for stamps all through the year. It may seem daring and perhaps irregular at first, but think it over, try it a while, and you will keep it up.

WILL TAKE CARE OF POSTAL SCALE PURCHASERS.

Both the Triner Scale & Manufacturing Company and the Pelouze Manufacturing Company have arranged to take care of purchasers of parcel post scales who hold scales with the old eleven-pound classification. Both companies will take back the old scales and remodel them to conform to the new law. A nominal charge of a few cents is made for this service, the dealer paying the transportation charges.

A toy company at Sheboygan, Wis., started out to use only the waste wood from other mills. It has worked out a system of using all small waste pieces so that practically nothing but the sawdust is lost.

AN OLD DUTCH HOUSE

PIONEER OFFICE EQUIPMENT HOUSE IN HOLLAND.

BUSINESS ESTABLISHED MORE THAN 200 YEARS AGO STILL A LEADER.

Office Appliances takes great pleasure in presenting on this page two pictures of the interior and one of the exterior of the factory of Blikman & Sartorius of Amsterdam. This well known concern is one of the oldest stationery houses in the world, having been founded centuries ago. We first hear of it in 1693. They prospered from the first because their principal efforts were then and always have been to give the best they had in every department of their business. The company is very progressive, and endeavors to be the first in introducing meritorious new devices upon the Dutch market.

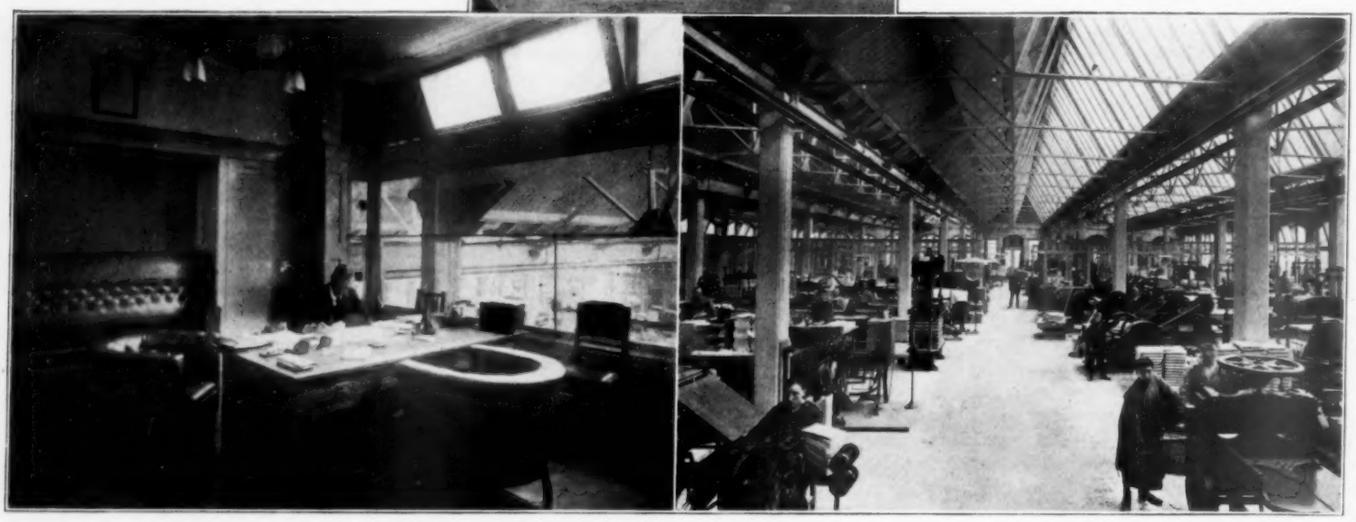
Up to 1876 the business of Blikman & Sartorius was carried on in a small shop under the energetic management of S. A. de Flines, who celebrated his golden jubilee with the firm and resigned on July 1, 1911, after having been at the head of the house for fifty-seven years. Mr. de Flines is still president and director of the company.

On account of the fact that the small shop just mentioned was taken by the government for its own purposes, the offices of the concern were moved to The Rokin, where the factory had already been established. Ground was bought next to the workshop and a large store was here erected. By 1899 the business had grown to such an extent that it was necessary for the company to purchase other property adjoining the building and in 1901 the company erected an entirely new factory on the opposite side of the street. Even this enlargement, however, did not suffice. The coming of modern devices for the better conduct of business, such as card system, loose leaf books, vertical filing devices and machines to be used in connection therewith, such as typewriters, duplicators, copying machines, calculating machines, etc., all made it necessary to extend their business again in a large way. In the old building the company encountered difficulty in doing a retail and manufacturing business in a building containing many small rooms. This resulted in a loss of time and material to a considerable extent. The management, however, has now solved the problem in a really up-to-date American way, and has overcome all of its previous difficulties and inconveniences. A large property was purchased some time ago covering an area of 4,000 square meters. This property is located up town in Sloterdyk and a large factory, 45x55 meters has been erected upon it. This new factory is a one-story building, entirely up to date and furnished with the newest machinery for manufacturing purposes. Here are located the book printing and lithographing department, a composing room, bindery, ruling department and also the card system and loose leaf departments. All these are in one enormous room so arranged that the most economical working results are accomplished.

The old buildings at The Rokin have been remodeled into offices for handling the wholesale trade and show rooms for office furniture, a typewriting school, which takes in a whole floor, and general offices and a magnificent shop with show windows on three sides.

Something About the Present Company.

Jan de Flines is the only manager at the present time. He is a very energetic man and is aided by F. Gallas and J. F. H. Pruschum. The lower left hand picture shows Mr. J. de Flines at his desk in the factory, where he has a perfect view of the main room. It is pointed out that the company, while they may copy American methods in their working systems, they have not done so with the style of their building. "In Holland," says Mr. de Flines, "we believe that a tasteful building is a splendid advertisement for a company." The third picture shows a general view of the factory. Mr. de Flines points out further that this new establishment of Blikman & Sartorius is a good demonstration of the fact that people in Holland are doing business on very modern principles and know how to look ahead and to spend money in order to obtain future profit by means of well organized working systems. The new factory of Blikman & Sartorius is so arranged that all work passes from one department to another with the least effort and the least cost, coming out finished with the least possible delay.



SOME VIEWS OF THE NEW FACTORY OF BLIKMAN & SARTORIUS AT AMSTERDAM, HOLLAND—Top Picture, Exterior View; Lower Left Hand Picture, Mr. de Flines at His Desk; Right Hand Picture, a View of the Interior.

"RC Guaranteed"

All Wood Transfer Case

No. 2 Letter, Solid Top

No. 2. K. D.
Saves Freight
Saves Storage
Saves Money

No. 2 Letter Center Section

Made with Roller Bearings, easy to operate.
Made with Lap Front Drawers, dust proof.
Made in 3 sizes, Cap, Letter and Bill.
Made in 2 finishes, Golden Oak and Golden Stain.

Made in 2 kinds, Open and Solid Top.
Made in 2 forms, K. D. and Set Up.
Made with 2 bases, Solid or Leg.
Sold at the Right Price.

Our No. 405 Catalogue shows a complete line of FILING DEVICES and SUPPLIES
Write for one today.

ROSS CABINET COMPANY
SALES DEPARTMENT
OTSEGO, MICH.
P. O. BOX 918

Put Individual Responsibility in Your Business

How do you handle your drafts, checks, vouchers, valuable letters, weigh bills, bills of lading, receipts and other important papers? Do you indorse or O. K. these vital papers with a rubber stamp—a stamp that lies around the office and which may fall into the hands of a careless employe? If so, you are running the risk of needless heavy losses.

These risks can be eliminated by the use of

THE POST DATER-STAMP

The Only Interchangeable Autograph and Die Dater-Stamp Made

This illustration shows how easily the user may insert the die bearing his own signature. Changing the autograph is a matter of seconds only.

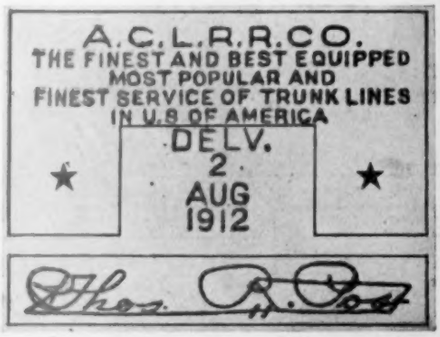
It assures absolute security to you in the handling of your valuable papers. It establishes the identity of its user by actually recording his or her facsimile signature.

This in done by using detachable and interchangeable autograph dies which can be inserted or detached in a second and which need never leave the hands of the owner.

In fact, the whole die on a Post Dater-Stamp can be changed instantly, but for most purposes the variable utility wheel which records eight different commercial expressions gives this stamp a flexibility that no other stamp in its line of operation possesses. Let us tell you how this stamp is working for other men.

DEALERS AND SPECIALTY MEN

The Post Dater-Stamp offers you an opportunity for a profitable addition to the articles you are now carrying. We are conducting a national advertising campaign in large magazines of general circulation. The field is ready. If you have been successful in selling office specialties we want to hear from you. We are sure that you will find our proposition attractive and a money-maker.



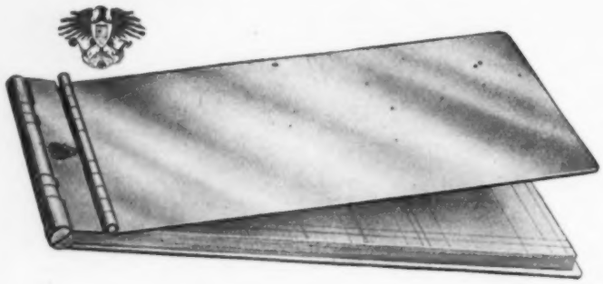
Compare the facsimile above with rubber stamp impressions

Your rubber stamps make blurred, illegible impressions even when used with great care. They lie around your office where anyone can use them.

The Post Dater-Stamp makes clear, clean impressions, always readable and almost impossible to alter or erase. Dates and expressions can be changed without soiling the fingers.

It eliminates every possibility of one employe being held responsible for the errors, carelessness, or dishonesty of another.

THE POST DATER-STAMP COMPANY, Richmond, Va.



Aluminum Sheet Holder

This Holder will be found especially useful for shipping clerks, truckmen and delivery boys, whose requirements demand a device that will withstand severe handling. It is made of Aluminum, strong, light and rustless, especially adapted to out-door use.

The only Holder which has its spring mechanism so designed that all springs have a uniform tension, and with the springs protected in brass housings against damage. The hinge joint has an absolutely smooth surface on the outside throughout its length, with no places for lodgment of dirt, and no projections to scratch.

The entire hinge back is reinforced on the inside with a solid rod which eliminates all possibility of crushing or knocking out of shape. The hinge is finished at both ends with solid studs adding to appearance and strength.

CAPACITY—The spring hinge will grip securely one sheet up to three-eighths of an inch of paper.

14 stock sizes.

Write for new Loose Leaf Catalog

NATIONAL BLANK BOOK CO.

Largest Makers of Regular Bound Blank Books and Loose Leaf Goods in the World

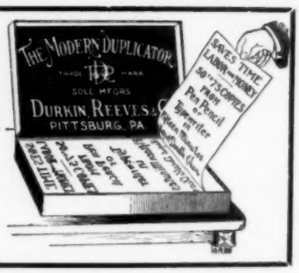
HOLYOKE, MASS.

The "Modern" Duplicator

Contains no GLUE OR GELATINE
It is unaffected by heat or cold.

You can make FIFTY DUPLICATE COPIES from every letter you write with pen and ink, pencil or typewriter. Or copies of Music, Maps, Drawings, etc.

Duplicators complete $3.00 to $7.00 according to size. Exclusive Agencies Wanted Everywhere. Some good Foreign Countries still open. Liberal commissions. Write us.



O. P. DURKIN, REEVES & CO.
339 Fifth Avenue, Manufacturers Pittsburgh, Pa.

STERLING ERASERS—OVER 50% SAVED

are a German Silver Shell containing a thin, flat Eraser which is fed forward as it becomes worn. Best for ink or typewriter. Always sharp and always clean. Will not cramp the fingers. Can be used as a line finder on note-book or manuscript and has other desirable features. Agents wanted everywhere. Write for circular and prices. Sample 25c.

TURNER BROS.,
1833 Arch St. Philadelphia, Pa.

MERIT SELLS THIS ARTICLE

SILVER JUBILEE OF GREGG SHORTHAND.

THE principal event of the eighth convention of the Gregg Shorthand Association, held at Hotel La Salle, Chicago, August 11-15, was the celebration of the silver jubilee of Gregg shorthand. John Robert Gregg, the author, was the guest of the association at a very appropriate banquet tendered him Thursday evening, August 14, in the magnificent Louis XVI dining hall of the hotel. Over two hundred teachers, writers and school men from twenty-six states, the District of Columbia, and Canada sat down to the dinner.

The repast was followed by a series of addresses in which a number of prominent personages participated. Morton MacCormac of Chicago responded eloquently to the toast of "The System." "The Man" was the toast responded to by Harry Spillman, school manager of the Remington Typewriter Company of New York. Carl C. Marshall the publisher and authority on English, of Cedar Rapids, Iowa, and Frederic J. Rose, the eminent shorthand reporter of Chicago, gave the toast "His Friends." Mrs. Ida McLenan Cutler of Dubuque, Iowa, responded to the toast "The Teachers." J. A. Williams of Council Bluffs, Iowa, official court reporter for the fifteenth judicial district, spoke on "The Reporters." The toast to "The Writers" was treated by Mrs. E. A. Kennedy, employment expert of New York City. R. V. Coffey of Cedar Falls, Iowa, made the response to the toast "The Gregg Fraternity." C. V. Oden of New York, school manager of the Underwood Typewriter Company, indulged in a prophecy of "The Future." Mrs. John Robert Gregg expressed her endorsement of her husband's work.

Fred H. Gurtler, president of the association, on behalf of the association presented Mr. Gregg with a beautifully illumined testimonial signed by thousands of writers of the Gregg System.

The testimonial is in the form of an album, the first two pages of which contained the dedication written by Elbert Hubbard, as follows:

To
JOHN ROBERT GREGG,
Inventor, Author, Businessman and Humanist.

We, the undersigned Writers and Teachers of Gregg Shorthand, desire to express our gratitude for the benefit and blessings in giving to the world an Idea—expanded by your fertile brain to a System—that has lightened labor, canceled distance, shortened time and helped the civilized world on its way to the Celestial City of the Ideal.

It is easy to do things fairly well, many men do things superbly well, but he who does them better than they have ever been done before since time began, and then gives the mintage of his mind to humanity, deserves the thanks of the race.

We consider it an honor and a privilege to be your pupils; to work with you—if possible, to assist you.

The Gregg System is the lengthened shadow of a man. You are that man. The System symbols your character—it mirrors economy, efficiency, strength, surety, simplicity, service, health, reliability, honesty and human love.

And so in this, the Silver Jubilee year of Gregg Shorthand, we congratulate not only you, but the world of business, on your suc-

cess; and we pledge you our love, our loyalty, our faith and our gratitude for all you have been, and are, to us and to the world.

Following this is the list of names of those who signed the testimonial. Each page of the book is surrounded by a specially drawn border and illumined in colors —gotten up in a style for which the Roycrofters are famous. The paper is genuine Japan vellum. The cover is of specially modeled leather of a deep bronze color, hand tooled and adorned with the Gregg ovals, within which is the inscription: "The Silver Jubilee of Gregg Shorthand. A Testimonial to John Robert Gregg, Author of Gregg Shorthand. From the Writers and Teachers of the System, 1913."

The personnel of the Gregg Publishing Company expressed their congratulations, loyalty, and good-will in the form of an 1,800-word appreciation of Mr. Gregg, written by Rupert P. SoRelle and printed in book form. The book is set in black face type and printed on Italian hand-made paper with hand illuminations and ornaments, and the names of the personnel of the company are arranged on a separate page. The volume is bound in brown limp calf and stamped in gold. Only one copy of it was printed. The presentation speech was made byg Hubert A. Hagar, manager of the Chicago office of the Gregg Publishing Company.

Miss Pearl A. Power, the secretary of the association, responded beautifully to the toast "The Woman." At the conclusion of her address she presented Mrs. Gregg, in the name of the association, with a handsome silver tea service.

One of the surprises of the banquet was the presentation of a beautiful loving cup to Mr. Gregg. It was the gift of school managers and other friends, and was the fruition of a plan initiated by J. E. Gill of the Rider-Moore & Stewart School of Trenton, N. J.; D. L. Musselman of the Gem City Business College, Quincy, Ill., and Harry Loeb Jacobs of the Rhode Island Commercial School, Providence, R. I.

The cup is a work of art designed specially by the Gorhams of New York, the great silversmith artists, never to be duplicated, and is of heavy hammered French gray silver, richly ornamented outside and lined inside with gold. The front panel of the cup contains the inscription:

PRESENTED TO
JOHN ROBERT GREGG
BY SCHOOL MANAGERS AND OTHER FRIENDS
ON THE OCCASION OF THE CELEBRATION OF THE
SILVER JUBILEE OF
GREGG SHORTHAND
AS A TOKEN OF THEIR FRIENDSHIP AND IN RECOGNITION OF HIS CONSPICUOUS SERVICE TO MANKIND
1913

On the other two panels and the base are placed in artistic arrangement the fac-simile signatures of the donors in raised letters, of whom there were more than fifty.

Numerous messages from absent friends were read at the banquet.

THE
UNIFILE
Increases the Efficiency of
Filing Systems

There is probably no place in a business that is more in need of efficiency than a filing system. Whether your customer receives 10 or 10,000 letters daily, he will find the UNIFILE or UNIT SYSTEM of filing practically 100 per cent efficient.

This System of Filing Adds to Efficiency by—

Reducing danger of misfiling to a minimum
Reducing working space fifty per cent
Reducing handling motions seventy per cent
Separating in units all important correspondence
Reducing cost of installation and maintenance
Reducing time in referring to past correspondence

The six reasons are only a few of the many valuable efficiency points of the "UNIFILE"

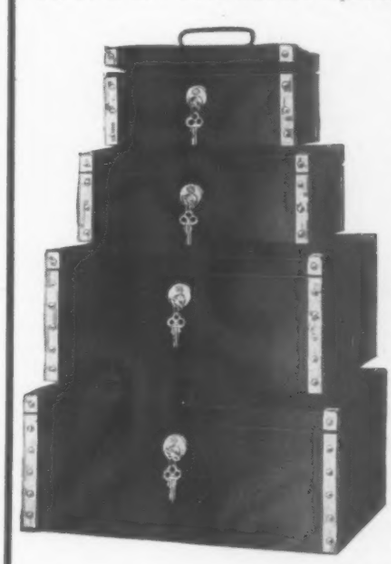
UNIFILE MANUFACTURING CO.
McCormick Bldg. CHICAGO, U. S. A.

Are you one of the efficient office appliance dealers now selling the UNIFILE? There is still some open territory. Write for particulars.

MEILINK "PROTECT YOUR VALUABLES" SECURITY BOXES

A strong staple line that sells itself.

Made in new sizes that are especially designed to meet prevailing requirements.



Display these boxes in your store, and arrange a display for your show windows. The results will be gratifying.

Meilink Security Boxes are attractive to the eye, and entirely satisfactory in service. They possess every quality which is necessary to make them a source of real profit for the dealer.

CASH TRAYS

Our Security Boxes may be fitted wth Cash Trays if the customer desires. The trays are interchangeable which make it unnecessary to stock the boxes with rays and without. You will find them a big sales help

Write today for Catalog and Prices

THE MEILINK MFG. CO., 1738 Oakwood Ave., Toledo, Ohio

ANOTHER NEW FACTORY FOR WABASH CABINET CO.

The Wabash Cabinet Company, Wabash, Ind., manufacturers of office filing devices, supplies, and fine cabinet work, recently purchased a factory site 140 by 400 feet, upon which they have erected and now occupy, a modern three story brick factory, devoted exclusively to the manufacture of their complete line of supplies.

FACTORY NO. 1, WABASH CABINET CO.

This new building, to be known as Factory No. 2, is really two buildings, connected by covered runways. One wing contains all the latest and most up-to-date machinery for manufacturing supplies; the other wing contains the finished stock of supplies, and also the finished stock of filing cabinets made in Factory No. 1.

All shipments of both Filing Cabinets and Supplies are now being made from Factory No. 2. The new building was occupied October 1st and the change was made with such unusual smoothness and so quickly that regular stock shipments were not affected.

FACTORY NO. 2, WABASH CABINET CO.

Previous to October 1st, all supplies, filing cabinets and fine cabinet work, were manufactured and shipped from the several buildings, known as Factory No. 1.

The change segregates the manufacture of supplies in one building, gives more floor space to the wood working departments, and makes possible the shipment of finished supplies and filing cabinets from the one building. No expense has been spared to make Factory No. 2 a model in the commercial manufacture of supplies. The machines installed are of the latest patterns, and most of them have been designed to manufacture Wabash specialties in the most direct and labor-saving way.

Special attention has been paid looking towards the health and comfort of the workmen, and the new factory is a model in lighting, heating and safety appliances.

The shipping facilities are unexcelled, as the new factory is located midway between two switches of the New York Central lines and only a short distance from the main line of the Wabash railroad, between St. Louis, Kansas City and Buffalo, N. Y.

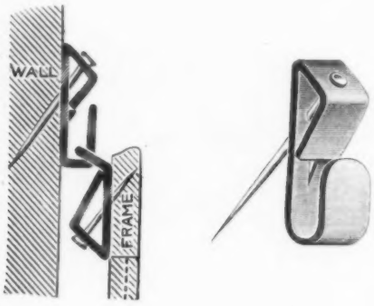
Stationers and office outfitters will be glad to hear that "Wabash" will be able to take care of "rush shipments" in as prompt a manner as heretofore, and still easily handle the constantly increasing demand from their exclusive dealers.

Austria not only sells timber but timber products from its forest lands, and disposes of about 1,500,000 railway ties a year. There is no provision in the United States by which the national forests can dispose of manufactured lumber, though the policy of selling standing timber is well established.

HANG UPS AND HANG ONS.

What is known as the Hampden Hanger Family will prove interesting both commercially and practically to many in our field.

The invisible hanging of pictures and other things has added much to the artistic appearance of walls, and the Hampden Hanger Family include a number of simple, safe and strong devices for home and office use that are economical and practical, and the manufacturers claim will not deface anything they are fastened to, owing to their flat back and peculiar shape.



The illustrations will show that the angle of the nail used cannot be altered as it passes through the device and the manufacturers claim the angle adopted gives the greatest sustaining strength.

No tools are required for attaching the device, as all that is necessary is to push or drive a needle-pointed steel nail, and they can be used on wood, plaster or cement surfaces.

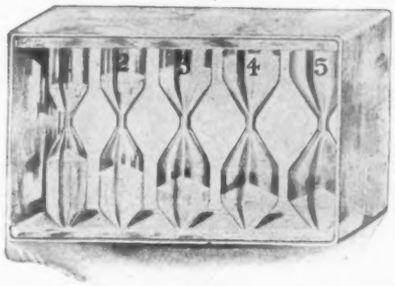
The Hang Ups come in 3 sizes, to sustain 25, 50 or 100-pound weight. The illustration shown is the actual size of the "Hang Up" which will sustain 50 pounds.

The Hampden "Hang On" is a new departure in picture hanging and may be used either with or without wire. It takes the place of screw eyes and is attached to the frame in the same manner as "Hang Ups" are attached to the wall. It is claimed it will not split narrow picture moulding.

A combined use of the "Hang Ups" and "Hang Ons" is illustrated, and for invisible hanging it gives a safe, practical arrangement that compels the proper outward tilt to the top of the picture frame.

All Hampden Hangers are made of steel, brassed and lacquered, and possess great strength. They are packed in neat counter display boxes and the manufacturers offer very liberal discounts to the trade. Samples and prices will gladly be sent to anyone interested. Address Hampden Mfg. Co., Inc., 108 Fulton St., N. Y.

Keep Your Own Check on Long Distance Toll Charges



The S. & R. Telephone Timer consists of a series of five small Sand Glasses in a neat oxidized frame, graduated in size to require one, two, three, four and five minutes to empty.

With it, you can time your conversations to finish the exact moment desired, or divide your talk into topics giving each a certain part. Prevents hurry and puts satisfaction into long distance calls. *Gives you the use of every minute you pay for.* Provides an accurate check on the telephone company's toll charge.

To any address in the United States, by parcel post, $2.00. Descriptive booklet for the asking.

DEALERS AND AGENTS

This device is selling fast. We offer you a chance to secure a good portion of the profits. Write us today for our agency proposition.

SPEARS & RIDDLE COMPANY
WHEELING, W. VA.

They Are Beauties!!!

"The New Cincinnati"

4" and 5" Capacity Ledgers

Manufacturers have for years poo-pooed the idea of a ledger with a greater capacity than 3" minimum.

We are the only manufacturers who can furnish a four-inch and a five-inch Ledger and we have demonstrated that, in many cases, these **large** capacity ledgers are extremely practical and very desirable.

Our 4 in. and 5 in. ledgers expand fully 100% and are built for strength and beauty.

We **guarantee** these ledgers to be fully as strong as any 3 in. ledger ever produced. **Ask your customer** how he feels about it, then have us send you a sample ledger for your inspection.

The Tenacity Manufacturing Co., Inc.,
READING, CINCINNATI, U. S. A.

The Multipost

Stamp Affixer and Accountant

Quality and Service
PROVEN
by three years on the market and ten thousand satisfied users.

First announced in the Office Appliances in September, 1910.

WE SAID THEN

You may see other stamp affixers
You may buy other stamp affixers
You may try other stamp affixers
But finally you will buy the MULTIPOST

WHAT HAVE YOU DONE?

The MULTIPOST affixes stamps to any size or form of mail three times as fast as it is possible by hand, at the same time recording each stamp, thus checking and protecting the stamp account.

If you are not using the MULTIPOST in your office, it is probably for one of two reasons. POSSIBLY, you have not known of it, in which case you should send for our booklet and

GET MULTIPOSTED

If you have investigated and have not adopted its use, isn't it because, though hard to make yourself believe, someone has for selfish reasons influenced you against its use.

IT'S A CHECK!!

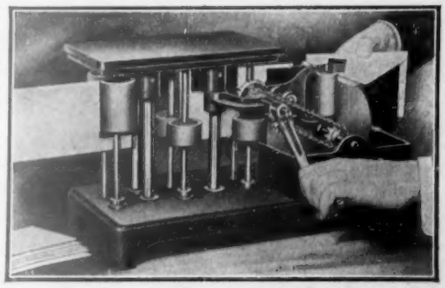
Stamps are money. Equivalent for their face value. Good legal tender, current coin and recognized as such. The MULTIPOST is a check on postage stamps.

Complete machine, $25.00. Without checking features, $15.00

The MULTIPOST is sent for free trial, express prepaid to any reputable business house. Absolutely no obligation whatsoever on your part.. Send for one and get MULTIPOSTED. Booklet on request.

THE "SEAL-M-TITE" LETTER SEALER

PRICE: Hand driven $25.00; Motor driven $40.00



Compared with other sealers of this type, the Seal-M-Tite" has a larger moistening disc and therefore will handle envelopes with larger flaps. There is more space between its moistening and sealing rolls, allowing more time for water to be absorbed by mucilage. The first two rolls of this sealer only carry the envelope to the sealing roll.

This sealer is not an experiment as over 200 have been made and sold before announcing it and these have proven that it will do anything any sealer now on the market will do and some things no other sealer will do. For detailed information send for our pamphlet.

MULTIPOST CO., 310 State St., Rochester, N. Y.

INCREASING THE SALES

EFFECTIVE METHOD OF ENTERPRISING NEW YORK CONCERN WHICH STIMULATES INTEREST OF ITS SALESMEN.

HOW A ONE-HOUR SERVICE PLAN INCREASED THE BUSINESS.

ALL sorts of plans are offered for "gingering up" the sales force and getting better results from men. Too frequently it is considered that salesmen do not have a proper interest in the business. As a matter of fact the average salesman does want to increase his efficiency and get results.

Any plans for increasing the efficiency of salesmen which do not offer some sort of reward or additional compensation, if fairly earned, are never effective. Any plan that is worth while must take into account the remuneration of the man. This is not reward for interest but better pay for better service. The salesmen, like the branch manager or general manager, should receive the better compensation for better work.

The Twenty-third street store of the House of Tower, New York, has during the past two years used some very effective plans for increasing sales through which both salesmen and the business have profited. During the summer, sales records were kept on a baseball score system. The score of each salesman was kept just as one would a score card; certain sales meant base hits, other sales meant two-baggers and home runs, and they were penalized for errors which came through returned goods and such losses of sales, and in the end the man who had scored the most runs received a generous gift, the next best one a smaller one, and so on. At the close of the baseball season a new plan was put into effect.

The Hundred Point Plan.

The plan under which sales will be conducted during the next five or six months is a one hundred point plan. Certain points are given for making certain sales. The plan was inaugurated at a little dinner at the Arkwright Club on September 2d, presided over by President Einstein of the Tower Company, at which every member of the 23d street store staff was present. President Einstein complimented the men on the results shown through the summer, and as an introduction of the hundred point plan each salesman was presented with a sheet which read as follows:

"ARE YOU A HUNDRED POINT SALESMAN?

"Or is it that you are satisfied with whatever success you have attained and believe that you have reached your goal?

"If so, you've retrograded, and sooner or later will realize that you have let slip by your best opportunities for any advancement, by not grasping them as they were presented.

"A hundred point salesman is a man who is awake to every opportunity; who takes his problems even to bed to work out; who never gives up until he fully understands why he was unsuccessful in handling any particular order of that day, and tries to profit by his experience; who is also too broad-minded to his own interests to be willing to cast them aside, and fix the blame on the house, when in most cases the fault is his own.

"While the 'order taker' is resting on his laurels, the hundred point salesman is thinking each day how to find a better way of doing things of yesterday—he knows that to progress he must use his head on every problem, no matter how small it might be.

"If we have such men in our employ, then there is no reason why you can't be known in this class unless you are willing to acknowledge that you are a failure.

"Tomorrow the world will adopt new standards, new ideas will upset old ideas, and each day a man should have to his credit a new thought, a new idea, which will enable him to keep up with the tide of today, and to progress as the things about him progress.

"Do not depend upon the other fellow to pull you along, but make up your mind if there is any pulling to be done—to do the pulling yourself.

"A hundred point salesman is working every moment of his time in improving his mind, and giving to his employer the best that is in him, to follow instructions as given—and who sells the merchandise his house is anxious to push; who uses every opportunity in seeing that these goods have a fair chance in sale with all other lines. Remember, a salesman cannot make a mistake in following the instructions of his house.

"If you want to increase your sales, never fail to show the best merchandise you have first—and be able to point out whatever merit it might have over inferior goods, for good merchandise has a much better chance for sale—and when sold, a better customer is made with it.

"There is one particular point we want to impress upon you, and that is: no matter how much merit your merchandise may contain, you will find it more difficult to sell it, if due care is not taken in seeing that your stock is arranged in such a manner as to make it appeal to every prospective customer. For with a well displayed stock the selling is half over, and the wise salesman learns that he has only to do the other half.

"ARE YOU A HUNDRED POINT SALESMAN?"

The full scheme of this 100 point plan provides an equal opportunity for the men who are confined in the store and who must through the very nature of business necessarily attend to more of the smaller details, and also for the man who handles the larger things on the outside.

As an example of how the plan stimulates salesmen to sell better things—to move higher priced goods—there may be one point given for the sale of a 50-cent ink-

Order Department. 15 Minutes. | Billing Department. 5 Minutes. | Shipping Department. 30 Minutes. | Delivery. 10 Minutes.

The RIES LETTER OPENER

PAT. OCT. 17, 1911

OPENS 50 LETTERS PER MINUTE

CAN NOT CUT ENCLOSURES

$25.00

ONE-HALF ACTUAL SIZE

O.K. TRADE MARK REG. U.S. PAT. OFFICE

The O.K. MFG. CO., SYRACUSE, N.Y. U.S.A.

MAKERS OF STATIONERS' SPECIALTIES

THIS TYPE OF LETTER OPENER has been called for times without number but has never before been produced at any time or any place.

No office appliance is more necessary than a machine of this kind; if there is one thing more than another which requires rapid work and over which more time has been lost, it is opening the mail.

Our RIES LETTER OPENER, aside from saving valuable time, eliminates all liability of injury to inclosures and the annoyance incurred by opening letters the old way. It is simply a marvel in the art of instantaneous letter opening and should be in use in every well equipped office.

It will be seen, by a look at the illustration, that the RIES LETTER OPENER is attractive and compact; being made of few parts and of the very best materials, the liability of getting out of order is not likely.

CONSTRUCTION

The cutting cylinder has a worm like shallow channel cut substantially its whole length. The upper knife edge of the channel co-acts with the inner upper edge of the cutter plate when the lever is pulled forward. The small feed roller above the cutter plate is designed to operate so as to present the envelope flat when it reaches the cutting edge of the cylinder. This cutting cylinder is 12 inches long and is made of the highest grade of tool steel, oil tempered and ground. The bearings are provided with concealed brass boxes which improve the working of the machine as well as its lasting qualities, rendering it at the same time, free from noise. The cutter plate is also made of the best tool steel, is self-sharpening and self-adjusting in its co-operation with the cutting cylinder. The frame or base is cast from aluminum, which materially reduces the weight of the machine, thus adapting it to easy handling. The corners of the base are provided with small adjustable cushion pads to prevent defacing desk finish.

HOW TO OPERATE—CAPACITY

Insert the letter between the feed roller and cutter plate and bring down the lever at the right, shearing from the edge of the letter its entire length only one ten thousandth of an inch. This machine will open letters up to ten and a half inches at the rate of from forty to sixty per minute, according to the speed of the operator. The adjustable tray, beneath the cutting cylinder and cutter plate, has a capacity for the shearings of approximately twenty-five thousand letters, thus preventing desk litter.

SIZE AND FINISH

Made in one size only. Length of base 16 inches; height to top of cutting cylinder 3½ inches; width 4 inches; net weight 6 lbs. Finish of base, black ebony shell gloss; all other parts heavily nickel plated and polished as illustrated. The low price places the machine within the reach of all.

SOLD ON APPROVAL—EVERY MACHINE GUARANTEED.

LIBERAL DISCOUNTS TO THE TRADE. A few good specialty men wanted to handle this machine.

O.K. TRADE MARK REG. U.S. PAT. OFFICE

MADE BY

THE O. K. MANUFACTURING CO.

EXCLUSIVE LICENSORS

Makers of Stationers' Specialties. SYRACUSE, N. Y., U. S. A.

DO YOU Use the National?

IF NOT, YOU ARE NOT USING THE BEST STAMP AFFIXER

This machine is built in our own factory and by first-class mechanics. Machine fully guaranteed for one year. We have a proposition to make to high-grade dealers.

MANUFACTURED BY

NATIONAL AUTOMATIC MACHINE COMPANY

BRATTLEBORO, VERMONT

Drug Store of the H. L. Bird Drug Company, Benton Harbor, Mich., Equipped with Twenty-one Stacks of Weis Sliding Door. Sectional Display Cases.

well, while on the other hand there will be five points for the sale of a $5 ink set, and so on. In moving higher priced goods the house develops the opportunity of better serving their customers. The points scored cover cash sales, charge sales, the largest number of sales, the largest number of items on an order, and other such points that go to make up the record of a salesman. At the end of each month these points are totaled and the high man each month gets a cash prize. He also gets a credit of 25 points toward the 100 point salesman's record. The second high man gets a credit of 15 points, and the third high man a credit of five points. The first salesman scoring 100 points in this contest will be presented with a handsome gold watch.

One-Hour Service Plan.

Another little feature that has been made a permanent part of Tower's Twenty-third street store is the one-hour service plan, through which excellent results were secured. Any order received during the day within one hour of closing time is delivered to the customer in 60 minutes. To introduce this plan the company provided a very attractive piece of advertising matter, cuts of which are shown below. The drawings for these pictures, by the way, were made by one of the young men in the store. There is perhaps no store in the trade where the co-operative spirit between selling force and manager is more in evidence than in this establishment.

AS ABE POTASH SAYS:

"Some people deals only in side lines, Mawruss, which if you see it a feller is carrying a stock of candy, jewelry, cutlery and groceries, Mawruss, you know right away he's a retail druggist."

The progressive retail druggist whose store is shown herewith has taken kindly to the sectional idea and has equipped his store with 21 stacks of Weis Sliding Door Sectional Display Cases—not as a "side line," but to better display the many and diversified lines the up-to-date druggist must carry.

Mr. Bird of the H. L. Bird Drug Company, Benton Harbor, Mich., made a most thorough examination before he concluded to put in the Weis cases.

He not only expressed himself as highly pleased with their appearance and utility but stated also that built-in fixtures of equal capacity, workmanship and finish would have cost him considerably more.

These cases were made by the Weis Manufacturing Company of Monroe, Mich. Doubtless dealers might interest fellow merchants in these lines and induce them to become purchasers.

MANY USES FOR "Y AND E" FINGER PRINT OUTFIT.

Yawman & Erbe Mfg. Company, of Rochester, N. Y., report still another use for its Finger Print Outfit, whcih was described in a recent issue of this magazine. The Pennsylvania Steel Company, of Steelton, Pa., has purchased a Finger Print Outfit to keep a check on its 8,000 employes. In a plant as large as the Pennsylvania one, with its many departments, there has never been any way of preventing an employe discharged from one department from obtaining a job in some other part of the plant where he is not known.

Hereafter finger print impressions of all employes will be kept on file. Then when an application for employment is received, it must be accompanied by finger prints also. These finger prints will be compared with those of the employes previously discharged. Thus no discharged employe will ever be able to obtain work at the plant again.

It is expected that this plan will be of great benefit to the Pennsylvania Steel Company in keeping away any undesirable class of workmen.

The "Y and E" people have developed their sales of Finger Print Outfits until they number thousands. They are used chiefly by banks for recording the finger prints of illiterate depositors. However, there are many other uses similar to that described above in connection with the Pennsylvania Steel Company.

Weis Parcel Post Scales.

The accompanying illustrations of No. 2511 and No. 2411 Weis Parcel Post Scales give a general idea of the appearance of the

new reconstructed parcel post scales, which weigh up to 20 pounds and show the amount of postage in cents in all the zones. These scales were ready for delivery on October 1st. They conform in every way with the most recent parcel post regulations and

make the mailing of parcel post packages a very simple matter. Prices are reasonably low and dealers' helps, electrotypes, etc., will be cheerfully furnished.

For further information dealers should write to the Weis Manufacturing Company, 162 Union street, Monroe, Mich.

WEBSTER MEN MEET AGAIN

SIXTH YEARLY CONVENTION OF MEN OF F. S. WEBSTER CO.'S ORGANIZATION.

MEETING ENTHUSIASTIC AND SUCCESSFUL.

ONCE each year all roads lead to Boston, so far as the field representatives of the F. S. Webster Co. are concerned. From North, South, East and West branch manager and salesmen of the company, each with his own particular brand of double-distilled enthusiasm, takes the trail for the home office to meet with the officers and superintendents of the manufacturing departments of the company for the purpose of discussing subjects of mutual interest to factory and trade.

A program is prepared in advance that enables all to reap the benefit of the opinions and experience of the "other fellow" and good feeling, coupled with an earnest effort to make the most of the opportunity, dominated every hour of the 1913 meeting from the tap of the gavel to the closing address.

Under the directing genius of such a man as General Manager Malcolm of the F. S. Webster Co., whose remarkable capacity as an executive is well known the field over and who also possesses to a rare extent the ability to inspire, harmonize and enthuse the organization under his control, no one could be in attendance at a Webster convention and not catch the inspiration and enthusiasm of such a personality.

The magnitude of a man's success in a managerial capacity depends largely upon his ability to get the right kind of men, and also getting them to do the work as he wants it done.

The success of the general manager of the F. S. Webster Co. in this direction has been a great factor in the advancement of the company under his supervision.

The sixth annual convention was one that marks an epoch of achievement and of greater promise in the future than ever before. It marked the end of a year in which a higher standard of service than ever before had been set and the honor roll speaks well for the esprit de corps of this great organization.

The setting up of standards of service is a comparatively recent factor in the commercial world. Successful accomplishments of individuals in commercial enterprises have in the past largely been looked upon as a special gift with which the individual was endowed, rather than as a standard set to measure the accomplishments of others in the same organization.

The F. S. Webster Co. in their plans for increasing the efficiency of their organization during the year just closed had set certain quotas of work or standards for the different members of the organization and a remarkable showing was the result. Eleven members of the field force scored over 100 per cent of their allotted quotas and were presented with beautiful solid gold "All Star Class" medals. The first four "high men" were presented with generous cash prizes in addition to the medals. The medals, which were works of art of which anyone might well be proud, show a combination of the well-known STAR and MULTIKOPY trade-marks worked out in blue and crystal red enamel on a Roman gold background bearing the inscription, "The Webster All Star Class, 1913." The construction of the medals is such as to allow the addition of "Honor Bars" as they are earned, and from the spirit shown during the convention there will undoubtedly be a necessity for the presentation next year not only of honor bars, but of additional medals as well.

The report of conditions from all parts of the field was one which showed a handsome increase over past years and the opinion held in past years, that quality should be the first consideration, was again the unanimous expression of the gathering. Quality, the maintenance of prices and the best effort of each individual to sell a real service and not simply a product, were some of the factors that entered into the spirit of the assembly and which will prove vital elements in the continued success of the organization.

Convention Begins.

The convention opened at 9:30 a. m., August 27, with an address of welcome by G. F. Malcolm, the general manager, followed

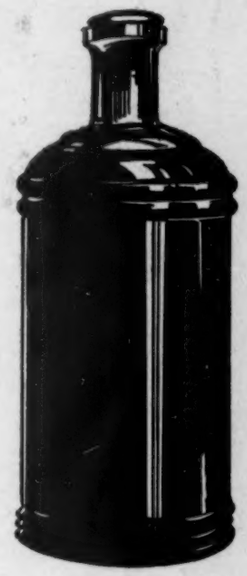
G. F. MALCOLM, GENERAL MANAGER.

G. H. HARTLEY, SALES MANAGER.

JAMES QUARTZ, FACTORY SUPERINTENDENT.

WHICH---

THE OLD
OR
THE NEW



"SIMPLEX" Ink Tablets

contain all the essentials (but water) for making a standard writing fluid. They have been under observation in our laboratory and offices for more than three years with the result that the color substances now used have fulfilled all the requirements expected of commercial writing fluids, and we are supplying "SIMPLEX" INK TABLETS to dealers or consumers as fast as they are convinced of the superiority and desirability of tablet ink when used the "SIMPLEX" WAY.

Don't Condemn Without Investigation

You may have seen or heard of unsatisfactory Ink Tablets. What of it? Automobiles are ten thousand times better now than they were ten years ago; yes, five years ago. Air navigation is still a commercial failure but it's coming. Transportation is better; buildings are bigger; business is faster; homes are more comfortable. Everybody and everything expresses the spirit of progression. Antiquated people and antiquated methods are fast filling the ranks of the rear guard in the great march of progress.

Not a Product of Antiquity

Why buy ink made over antiquated formulas and use it in the antiquated way? Chemistry is advancing with the crowd. Color chemists are making new discoveries and perfecting old formulas every year.

Brains are working while the world sleeps and with each dawn there are man bigger and better things waiting for all who awaken to their oppo tunities. "SIMPLEX" INK TABLETS are the result of much throught and experimental labor. *No snap shot judgmens, but thorough practical tests have been made.* Therefore, "SIMPLEX" INK made from "SIMPLEX" INK TABLETS is dependable.

Note These Points

Quality standard.
Flow perfect.
Colors permanent.
Will make a good copy.
Non-corrosive.
Unaffected by climate.
Will not mould.
Will not gum the pen.
Will not freeze.
Storage space small.
Distribution economical.
Prices right.

Made in colors—Black, blue-black, red, green, violet, blue.

Packed in lithographed tin boxes, containing sufficient tablets to make, gallons, quarts, pints and half-pints.

SPECIAL SIZE FOR FOUNTAIN PENS—"SIMPLEX" INK TABLETS are also made just the right size to fill a Fountain Pen with high grade writing fluid in a minute. A tablet and any water will do it. Easy, isn't it?

Great for Traveling Salesmen, Tourists, Campers, Sportsmen and all others using Fountain Pens.

Bear in mind—No Loss, No Freezing, No Breakage, Costs Less, Storage Less, Distribution Less.

You are a buyer of ink either for service or for sale. You are missing something good if you are not acquainted with "SIMPLEX" INK TABLETS and the "SIMPLEX" WAY.

SOLD ON OUR GUARANTEE of MONEY BACK IF NOT SATISFIED.

"SIMPLEX" INK TABLETS

"PLEASE PARTICULAR PEOPLE"

THE REASON WHY will be plain when you have tried them.

DEALERS AND STATIONERS

This is your opportunity. Write for Samples, Prices and Facts.

THE "SIMPLEX" INK CO., Cleveland, Ohio, U.S.A.

A GROUP OF MANAGERS, OFFICIALS OF THE COMPANY AND SALESMEN.

by an address by James Quartz, superintendent, on "The Uses and Manufacture of Carbon Papers." Succeeding addresses for the day included the following:

"What Constitutes a First-Class Typewriter Supply Salesman?" Jos. A. White, manager Chicago office; "Arguments That Convince the Dealer as to the Disadvantage of Carrying an Imprint Line," F. L. Pelton, New York State representative of F. S. Webster & Company; "Advertising," W. J. Boardman, advertising manager of the Company at Boston; "Practical Experience with Sale and Use of Multigraph Ribbons," A. Crandall, Philadelphia manager; "The Advantage of Making Special Efforts to Aid the Dealer," H. Barber, southern representative; "Points of Superiority of the Webster Line," E. F. Creevy of the Chicago office, covering Indiana and Southern Illinois; "Optimism, Its Influence on Sales," Curtiss W. Shaw, manager Pittsburgh office; "Outline the Best System of Working a Retail Territory," C. F. Dennison of the New York City sales force; "Impressions," R. C. Claske, salesman, covering Minnesota, North and South Dakota from the Chicago office; "The Advantage of Holding Old Customers and the Best Methods of Doing So," E. M. Currier, Pennsylvania representative; "How to Keep in Good Physical Condition and the Benefit Derived from Same," W. Hardy Dayton, New England representative; "The Best Method of Approaching a Consumer," A. G. Kent, Boston city office; "Selling Points Learned by Experience," Walter P. Funck, northwestern representative; "Delivering the Goods," Frank T. Taylor of Boston, manager of the receiving and shipping department.

On the following day the opening address was delivered by G. H. Hartley, the sales manager, which was followed by a number of interesting addresses, including the following:

"The Use and Manufacture of Inked Ribbons," by James Quartz, superintendent, Boston; "Diplomacy as a Factor in Salesmanship," A. E. Johnson, Michigan and Northern Wisconsin representative; "Persistence and Its Reward," E. E. Hayes, Boston sales force; "What Are the Arguments Presented by the Dealer in Favor of an Imprint Line?" C. G. L. Bedell, Texas representative; "The Advantages of Maintaining Prices," L. W. O'Connor, New York City sales force; "The Disadvantages of Working Large Trade exclusively," R. L. White, Chicago city sales force; "How I Meet Competition," W. A. Hayes, Boston city sales force; "Making Small Towns Show Results," H. H. Hitchcock of the Chicago office, covering Iowa and the Southwest; "The Advantages of Keeping in Close Touch with the Office," C. B. DeMott, New York City sales force; "Difficult Competition," C. H. Dixon, Ohio representative; "Standing Pat," Charles P. Garvin, New York Manager; "New Business," J. B. Kessell of the New York City sales force; "Closing Remarks," G. F. Malcolm.

On Friday, August 29, the regular program opened with the awarding of the All Star Class medals by G. F. Malcolm, general manager of the company, and the giving of cash prizes for exceeding the quota allotted. One hundred per cent of the allotted quota was necessary before one could achieve the honor of the All Star Class. Jos. A. White, manager of the Chicago office of the company, is said to have been the only branch manager to win one of the coveted medals. Mr. White is a Webster veteran and bore his honors with becoming modesty. H. H. Hitchcock, covering Iowa and the Southwest, achieved the highest percentage for the year and received in addition to his medal a cash prize of $50. A. E. Johnson, Michigan representative, was next in line, receiving a cash prize of $25 and a medal. C. B. DeMott of the New York City sales force followed, winning a cash prize of $15 in addition to his quota medal. E. E. Hayes of the Boston city sales force won a cash prize of $10 and a medal, while next to Mr. Hayes was Mr. White of the Chicago city office. Other winners of the coveted medals included: C. G. Bedell, Texas representative; C. F. Dennison of the New York City sales force; W. P. Funck, Northwestern representative; A. G. Kent of the Boston office, and E. F. Creevy, covering Indiana and Southern Illinois.

After the awarding of the prizes and medals special and personal matters were taken up with G. F. Malcolm, general manager, and G. H. Hartley, sales manager. For this time was allotted on request. Matters pertaining to manufacture not covered during convention were taken up with Hames Quartz, the superintendent.

At 11:30 the meeting adjourned for luncheon at the City Club. Charles P. Garvin, who is not to be overlooked when it comes to making sales and who is also the recognized Paderewski of the industry, aided in stimulating the proper "just like that" spirit by presiding at the piano, and all the Broadway melodies and "some others" were in evidence as Garvin presented his repertoire.

On account of the inclement weather the proposed trip to Nantasket Beach and the dinner at the Nantasket Palm Garden were called off and all those in attendance adjourned to Keith's Theater, where a most enjoyable vaudeville program was fur-

THE CHICAGO GROUP.

"Wouldn't Have Anything Else"

"Another Wiggins Card," was the remark of a successful business man, when another Wiggins user detached a Peerless Patent Book Form Card and handed it to the speaker. When questioned concerning his remark, he stated he had used the cards for years and "wouldn't have anything else."

You wouldn't have anything else either if you had ever used these famous cards. Surely the presentation of the card mentioned above made the best possible impression. In fact, under the circumstances it would have been hurtful to have presented any other sort of card! You may be proving to many men just how far from up-to-date you are by the card you present.

THE PEERLESS PATENT BOOK FORM CARD

is not merely a card. It is an idea, an influence, an expression, a message. It indicates good taste. It gives the man who receives it a real knowledge of the man who sends it in. It tells the story of an up-to-date man and opens the door to an interview.

Detached one by one as you hand them out, the cards are *always clean and perfectly flat*, and every edge is smooth. There is no possible indication of detachment. They defy detection. Send for a sample tab today and prove the fact to your own satisfaction. Send today.

We engrave and emboss opening announcements, removal notices, or anything that may be desired where only the best will satisfy.

Appearance of Our Neat Cards in Case

OUR SERVICE IS SATISFYING

THE JOHN B. WIGGINS COMPANY

Established 1857

ENGRAVERS DIE EMBOSSERS PLATE PRINTERS

51-53 East Adams Street, CHICAGO

MORDEN SWIVEL RINGS

For Perforated Sheets and Eyeletted Covers

Wherever loose sheets are to be held together these rings are invaluable. They are durable, easily operated, open wide, close securely. By using them stationers can prepare their own lines of stenographers' and student note books. Unequaled for loose leaf price lists, catalogs and sample books.

Ten sizes, ½ in. to 2 in., inside diameter. Price $5 up per hundred. Liberal discount to the trade. Try a sample box. (100)

Manufactured Solely by

The Morden Manufacturing Corporation

WATERBURY CONNECTICUT

GOLD PENS

ALL SHAPES AND STYLES

Gold Pens for Jobbers and Fountain Pen Manufacturers

IMPRINT WORK A SPECIALTY

PROMPT REPAIR SERVICE

All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction Guaranteed.

GEO. P. GAYDOUL, 47 Ann Street, NEW YORK

RUSH-ERASER

Lightning Ink Eraser

For typewriters, bookkeepers, bankers and draftsmen.
Indispensable to all users of pen and ink.
No rubber, acid or blades—made of aluminum and silver.
The Rush-Eraser works like magic. Flexible diamond brush its secret.
Ideal for students, the professions and milady's kid finish stationery.

Best selling office specialty made. Dealers and side line men please write. Our elegant display signs sell Rush-Erasers.
Ideal premium and M. O. proposition.
The Rush-Eraser is strictly high grade and fully guaranteed, and will be sent postpaid for 50c and name of your stationer.

THE RUSH-ERASER COMPANY 824 S. A. & K. Bldg., Syracuse, N. Y.

Illustration at left reproduced from beautiful three-color sign in brilliant gold and silver, free to dealers with orders for one dozen or more.

A Shock Absorber for

If air cushion tires are needed on an Automobile, why not on a typewriter?

Grady's Rubber Feet sell not only on sight, *but they help sell Typewriters, too.*

Write at once for details. Illustration gives all the address you need.

Typewriters

Mr. Dealer

Don't miss your share of this trade. We will help you by furnishing Free imprinted advertising matter. Write today.

The Detroit Coin Wrapper Co.
371 Harper av., Detroit, Mich., Toronto, Ont.

SOMETHING NEW

Letter Carbon Disc

A paper Disc, gummed on both sides, for attaching Letter to Carbon answer. Doubles the capacity of your letter file over use of wire clips—50c per 1,000—10,000, $4.00, both prepaid.

CLINCH PAPER CLIPS

1,000, 30c—5,000, $1.25—10,000, $2.25.
All above prepaid.

F. O. B. Buffalo, N. Y.—25,000 Clips to box—25,000, $2.50—50,000, $4.75—100,000, $8.50—500,000, $37.50. Also put up 250—500—1,000 Clips to box for the trade. Ask for prices.

THE CLINCH CLIP CO., 196 Seneca Street, BUFFALO. N. Y.

nished, after which a special dinner was served at the Boston City Club. Among those present at the luncheon and who attended the vaudeville and dinner afterwards were the following:

G. F. Malcolm, James Quartz, Jos. A. White, F. L. Pelton, W. J. Boardman, A. Crandall, H. Barber, E. F. Creevy, Curtiss W. Shaw, C. F. Dennison, R. C. Clarke, E. M. Currier, W. Hardy Dayton, A. G. Kent, Walter P. Funck, Frank T. Taylor, G. H. Hartley, A. E. Johnson, E. E. Hayes, C. G. L. Bedell, L. W. O'Connor, R. L. White, W. A. Hayes, H. H. Hitchcock, C. B. DeMott, C. H. Dixon, Charles P. Garvin, J. B. Kessell.

The F. S. Webster Company has always been a progressive concern and its aim a quality output and a square deal to customers.

From a modest beginning it has developed to its present prestige under the wise direction of the officers of the company who have had its destiny in hand, assisted by an organization second to none in loyalty, enthusiasm, numbers and ability.

The personnel of the company includes a number of the most efficient men in the industry today. Comparing its humble birth a bit over twenty years ago to the great factory today, with its 100,000 square feet of floor space, the F. S. Webster Company stands as a fine example of an organization not only wisely planned but in addition well supplied with suitable material—personnel and equipment. An organization to operate and co-operate.

A UNIQUE ADDING MACHINE CAMPAIGN.

By distributing gratis business text books worth $1.25 apiece, the Barrett Adding Machine Company of Philadelphia is interesting prospective users of adding machines in the Barrett. The books, seventeen in number, are those of the Business Man's Library, issued by the International Correspondence Schools. These volumes treat of advertising, selling, window trimming, etc. They are the regular text books used in the International correspondence courses and bear the name of the company which is distributing them only on the outside cover in the legend: Compliments of the Barrett Adding Machine Co., Philadelphia, Pa.

Any business man will find in this library some volume of value in his particular line, and the company will be glad to send to any person who has some word as the office equipment any one of these volumes.

REMOVED TO LARGER QUARTERS.

The firm of Steiner Brothers, formerly at Heinrichdasse 7, Prague, Bohemia, have removed to larger quarters at No. 4 on the same street. Messrs. Steiner Brothers state that the exposition which was to be held at Prague has been postponed indefinitely, but that it will probably take place at a later date.

SOUTH AMERICAN VISITS U. S.

Office Appliances has recently had a visit from Mr. F. Hesse, who is making a tour of this country on behalf of Compañia La Camona of Buenos Aires, Argentine, of which company he is one of the directors. Mr. Hesse informs us that the Compañia La Camona was founded some five years ago with the object of specializing on modern office appliances and business systems. At the initial stage of the operations of the Compañia La Camona a great deal of pioneer work had to be done, as conditions in South America were (and still are) so entirely different to conditions prevailing in the United States and Europe; however, after five years of strenuous effort, Compañia La Camona have built up a very fine business and have got together a very efficient sales organization.

Mr. W. P. Bulmer, together with Mr. F. Hesse, are the directors of Compañia La Camona, and Mr. Hesse states that he anticipates that Mr. Bulmer will visit the

F. HESSE.

States next year in the interests of the company.

At the present time Compañia La Camona represents such standard office appliances firms as the Addressograph Company, Elliott-Fisher Company, Multigraph Sales Company, Royal Typewriter Company, Roneo specialties, Standard Folding Typewriter Company, etc.

It is of interest to state that the meaning of the word "Camona" (whilst it apparently is a Spanish word) is Modern Office Accessories and American Novelty Company. We understand that this word has been of very great advertising value to the La Camona Company.

Although this company handles so many different office appliances, we understand from Mr. Hesse that each line is specialized on and has a department to itself, and the company has a man in charge of each of these departments, who, whilst he does not directly handle any of the machines other than the one he specializes on, yet at the same time each of these men is encouraged to bring along prospects in the other machines. Several of the men in charge of these departments receive a percentage of the net profits shown by their department, and Mr. Hesse states that La Camona Company intends to build up the business on these lines, as this co-operation is giving splendid results.

In visiting a number of factories Mr. Hesse states that he has been exceedingly interested in observing the splendid automatic machinery in use, and states that it has been to him quite an education to observe the continual evolution taking place in the endeavor to obtain a higher efficiency on all these office specialties. Mr. Hesse states that he is open to consider any proposition from manufacturers of office specialties; and, furthermore, states that he would be willing to consider propositions from any salesman desirous of going to South America. There is a splendid opportunity for really live office equipment men in Argentine, but as the national language is Spanish it is absolutely necessary that such men should study this language.

Previous to returning to South America Mr. Hesse will stay in England for about six weeks, and any communications addressed to him care of Office Appliances will be forwarded by us to him.

NEW REMINGTON MANAGER AT PROVIDENCE.

C. W. Kelsey, who has been appointed the manager of the Remington branch office at Providence, has been for some time a Remington salesman at the New York office. He is a corking good fellow and a first-rate salesman, and his promotion is simply another example of the way in which the door to managerial promotion is opened to Remington men the country over.

Mr. Kelsey's previous selling record before coming with the Remington Typewriter Company was with a pneumatic cleaner, and doubtless that is where he learned how to "clean 'em out."

BIG DEAL IN DATERS.

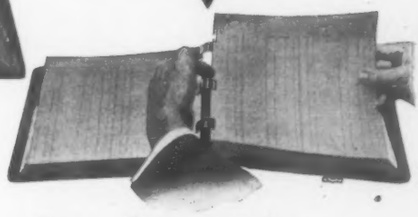
On the first of August the A. D. Joslin Manufacturing Company of Chicago, purchased the metal department of the Thompson-Sheras Company and have moved both plants to their new factory at 223-225 West Erie St. Here the company, in addition to the manufacture of Cosmo time stamps, Cosmo dating stamps, ticket punches, ribbons, etc., will manufacture everything in the line of steel type, steel stamps, dies, medals, checks, notary seals, badges or anything of a special character in the metal or engraving line. The company has just issued its new catalog No. 3 illustrating the Cosmo line of goods and will be glad to send copies of this to the trade on request.

"PROUDFIT"

—the name of a line of loose leaf devices which combines supreme simplicity and maximum utility.

NOTICE THESE FEATURES

Spring Back
Flat Writing Surface



Ease of Inserting and Removing Sheets

Bound Blank Book Appearance
No Unsightly Posts

"The Proudfit" is a *loose leaf blank book* with a regular blank book spring back, using *less than 1 1-4 inches binding margin.*

The expansion is unlimited, sheets are held securely at any capacity and owing to the blank book spring action the book opens flat with a large or small leaf body. "The Proudfit" greatly simplifies the insertion and removal of sheets and eliminates the necessity of digging down into the back for this operation.

Resilient steel bands are used instead of awkward, old-fashioned solid or sectional steel posts. When closed "The Proudfit" has the exact appearance of a bound blank book.

We make Proudfits for every imaginable loose leaf purpose.

The Catalog Proudfit

THE Proudfit LOOSE LEAF Co

Factory and Executive Office:
GRAND RAPIDS, MICHIGAN, U. S. A.

Branches in All Large Cities

UNDERWOOD DAY.

September 26th was celebrated at every branch office in the Underwood organization by a general banquet. This day will be kept every year, and the first was the most successful event in the history of the Underwood organization.

The celebration took place at the end of a five months' selling contest, in which the offices of the United States were divided into eight groups. In the contest the following were the successful cities:

Philadelphia, Kansas City, Denver, Seattle, Des Moines, Scranton, Norfolk, Toledo.

As a special reward for winning each of the leading offices had at its banquet an official or departmental head from the New York office. The representation from the New York office was as follows:

Philadelphia—Vice-President Charles W. Hand.

Kansas City—Factory Superintendent C. D. Rice.

Denver—General Sales Manager J. E. Neahr.

Seattle—General Manager S. T. Smith.

Des Moines—Controller L. W. Guernsey.

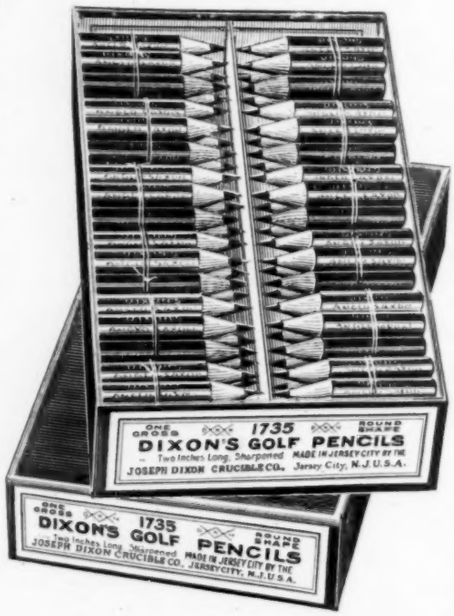
Scranton—Treasurer D. W. Bergen.

Norfolk—Assistant to the General Manager C. A. Beemer.

Toledo — Advertising Manager Harry Bates.

The picture represented on this page is that of the banquet of the Philadelphia sales force at the Hotel Bel-Air Stratford, at which the vice-president was a guest:

Those represented in the picture are: Manager McClellan; at manager's right: Vice-President Charles W. Hand, Mr. Buse, Mr. Mengert, Mr. Cashin, Mr. Laubenstein, Mr. Gaun, Mr. Tanner, Mr. Gilfillan, Mr. Sparks, Mr. Walters, Mr. Fisher (standing), Mr. Goslin, Mr. Kerns, Mr. Shaver (standing), Mr. Shellenberger, Mr. Wilson. At manager's left: F. A. Robinson, New York; Mr. Power, Mr. Burch, Mr. Killer, Mr. Myers, Mr. Hess, Mr. Abbott, Mr. Jones, Mr. Church, Mr. Ruth, Mr. Woodside, Mr. Dixon, Mr. Deavy, Mr. Gates, Mr. Tompkins.



DIXON'S GOLF PENCIL.

One of the little things in life that count is Dixon's Anglo-Saxon Golf Pencil No. 1735, which is designed for the golfer, whose coat and vest are sacrificed for the sake of a free and easy stroke. The fate of the pencil is to become lost, strayed or stolen, and especially relentless is fate upon the golf links.

Dixon's Golf Pencil is but two inches in length, and carried about in one's trouser pockets, its whereabouts is never in doubt. The point of a pencil is either most exasperating or penetrating, or both, according to how tender the human hide. Either the point breaks with each difficult stroke, or the golfer sustains personal injury at pencil's point. All this, of course, is said about the pencil of ordinary length. With Dixon's Golf Pencil the risk of injury and the cause of profanity are reduced to a minimum. The lead contained in Dixon's Golf Pencil is of the same choice quality—medium grade—that has for so long distinguished the popular Anglo-Saxon Pencil—and in proof of this the name Anglo-Saxon is stamped on Dixon's Golf Pencil. Dixon's Golf Pencils are sharpened, ready for use, to a fine point and make clean, clear and legible score marks. So small is the cost of Dixon's Golf Pencils that many clubs will furnish them to members without charge and golfers may simply throw them away after a day's use. Dixon's Golf Pencils have been introduced to all golf clubs and are advertised in the leading golf paper of the country. The demand for these pencils should reach the stationer first. Are you prepared to supply these pencils to golf clubs and golf players in your vicinity? Write for samples to the Joseph Dixon Crucible Company, Jersey City, N. J.

Pedigree never made a man, but it has made lots of fools.

BANQUET OF UNDERWOOD TYPEWRITER COMPANY'S PHILADELPHIA STAFF.

STEEL-UPS

The Noiseless File

To the Trade

YOU are looking for this new Steel upright that reduces noise to the minimum, equipped with improved roller slides that insure smooth, easy running drawers, supplied with finished sides or detachable panels, and which will be proclaimed the neatest in design, the strongest in construction. Made in all sizes including inserts. Write for information NOW while good territory is still open.

New York
Chicago

SHAW-WALKER

Washington
London

MUSKEGON — MICHIGAN

"PULL-OUT" TRANSFER CASES

The 1914 Model

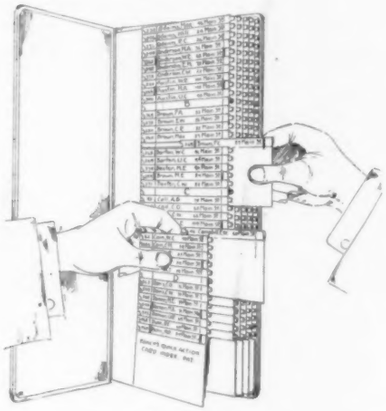
You want the best seller

HERE is a new all wood transfer that will sell on sight. A trim, clean-cut looking case with varnish finish and neat brass pulls and label holders. Equipped with four roller bearings to each drawer and with re-enforced metal straps to give added strength. The best and easiest running transfer on the market. Write for descriptive folder.

New York **SHAW-WALKER** Washington
Chicago MUSKEGON — MICHIGAN London

COMBINED BOOKKEEPING AND FOLLOW-UP.

The Roach System, invented by W. E. Roach of San Antonio, Tex., and patented



by him, is said to be a simple and practical office appliance. It is a bookkeeping and follow-up system combined in card index form, whereby due and past due accounts are automatically shown, with the name of each and every account always in sight. For compactness, this system is claimed to be unequaled.

In locating a card or account in the Roach system it is not necessary to handle any card except the one desired for entry or inspection, and this card, it is said, can be located almost instantly, as the system is self-indexing. Due accounts are located even more readily than others by means of the due signals, which may be seen even at some little distance. The system, being in book form, loose leaf style, may be added to as desired; it may be readily carried from place to place and may be stored in a safe as a protection against loss by fire.

The Roach System may be used as a tickler or follow-up system only. It is said to be valuable as a time-saver, especially where a number of names are handled.

The Roach System, while adapted to many uses, is said to be especially valuable to societies, lodges, clubs, churches, installment houses, office buildings, real estate renting concerns or any line of business where payments are made periodically. It is useful in a high degree to hotel men, for it stands as a ledger and a room register combined.

Mr. Roach has marketed a limited number of these systems in his home city of San Antonio, Tex. Wherever it has been shown the system has found purchasers, who have subsequently re-ordered. Mr. Roach was in Chicago during the recent business show, intending, if possible, to make a deal with some large manufacturing stationer to place the system on the market. Failing in this, he will organize a home company to make and market the system in a large way in the near future. Mr. Roach is a practical business man of San Antonio and enjoys the respect and regard of his fellow townsmen.

By way of final explanation of one of the many features of the Roach System, it may be well to add that, in practical use, on the first of each month, or upon the date accounts become due, all cards are placed upon their respective arms or receptacles with the due signals up, the names of customers first having been placed upon both sides of the patent, reversible card. As accounts are paid, cards are reserved, showing a clear or paid signal.

CHARLES SHEARMAN RETIRES FROM ROAD.

Charles W. Shearman, for thirty years with the National Blank Book Company, has finally decided to quit the road and take a complete rest, long enough to recover his health, which has been in a somewhat precarious condition for several years. For some time Mr. Shearman has made his headquarters in Chicago and will continue to reside in the West, it is said.

Although a comparatively young man, having been born in November, 1868, Mr. Shearman will have completed thirty years of service with the National Blank Book Company on October 13, 1913. He began with them when he was a boy, and was a traveler on the road before he reached his majority.

Mr. Shearman is one of the best known men in the stationery trade, and he numbers his friends by the thousands. While all will miss his visits, every one will wish him absolute and complete success in his quest for health.

As a result of Mr. Shearman's retirement, several changes have been made in the territorial assignments of the National's traveling force. Fred L. Coggin will cover Cleveland, Cincinnati, Louisville, Indianapolis and Chicago, formerly visited by Mr. Shearman. O. D. Fielding will take all the Michigan cities formerly visited by Mr. Coggin except Detroit. H. J. Ferry will add to his present New England territory the city of Boston, the state of New York, except New York City, and the state of Pennsylvania, except Philadelphia and Pittsburgh.

EDISON PURCHASING AGENTS MEET.

The annual meeting of the Association of Edison Purchasing Agents took place at Cooperstown, N. Y., September 11, at the Hotel Otesaga. The following officers were elected: President, Wm. H. Huntley, P. A., Buffalo General Electric Co., Buffalo, N. Y.; First Vice President, James B. Eaton, P. A., Rochester Railway & Light Company, Rochester, N. Y.; Second Vice President, J. H. Hunt, P. A., Pacific Gas & Electric Co., San Francisco, Cal.; Treasurer, Andrew Banks, P. A., Consolidated Gas, Electric Light & Power Company, Baltimore, Md.; Secretary, H. F. Frasse, P. A., Edison Electric Illuminating Company, Brooklyn, N. Y.

A conservation movement has been started in China, said to be richer in natural resources than any other nation. The Chinese use the word "conservancy" instead of conservation. One of their plans for the Hwai River contemplates dredging and tillage together to control floods.

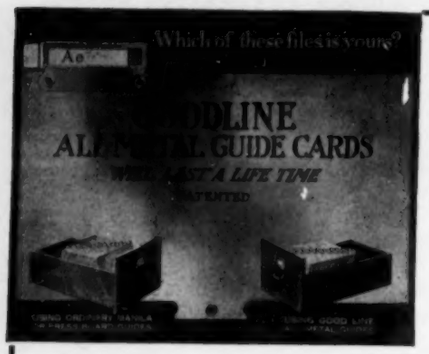
A New Typewriter Desk.

The Conde Typewriter device is the name of a new desk manufactured by the Shelbyville Desk Company of Shelbyville, Ind. A cut of this desk is shown on this page.

When closed the desk is the same in appearance as any other flat top desk, having plenty of room for knee space. One motion brings the machine into position, the center top being assisted by a very heavy spring which automatically raises and moves back out of the way, the top remaining in a horizontal position at all times, making it unnecessary to move anything from the top to bring the machine in a position for use. One motion replaces the machine in the cabinet.

This is one of the most practical typewriter desks on the market and has been used for some time with much success. The Shelbyville Desk Company has recently issued a new catalog which should be in the hands of all houses handling typewriter desks.

CONDE TYPEWRITER DESK.



NOTHING UNUSUAL *Except* DURABILITY

The "ALL-METAL" guide a permanent fixture.
Recognized as the only practical guide card.
Handled by leading stationers in all principal cities in the United States and Canada.
Note the tab on these guides is interchangeable with the different sized guides, permitting the dealer to stock only such quantities as will enable him to turn his stock over several times each year.
The "ALL-METAL" is extensively advertised and the demand rapidly increasing.
Get our special dealers' proposition.

OUR OTHER SPECIALTIES
Goodline Telephone Holders, retailing 50c to $1.75
Goodline Drawer Division Fasteners, 3 sizes
Goodline Memo Desk Calendar, solid brass, $1.00

WRITE NOW

THE GOODLINE MANUFACTURING CO.
New York Office: 75 John St. **KENT, OHIO**

THE WISE DEALER

Every Dealer in Office Furniture knows that Office Desks should be fireproof because their contents are so often vastly important.

U. S. Steel Desks, made of the finest quality steel and by special process welded so that fire cannot enter the interior, are completely fire-resisting. For this reason they are the logical Desks for a Dealer to carry, being quick sellers and sure to give satisfaction.

The finish of U. S. Steel Desks is incomparable, whether in solid color or wood imitation. It is not an enamel that will chip, but a coating impervious to rough contact. These Desks speak quality.

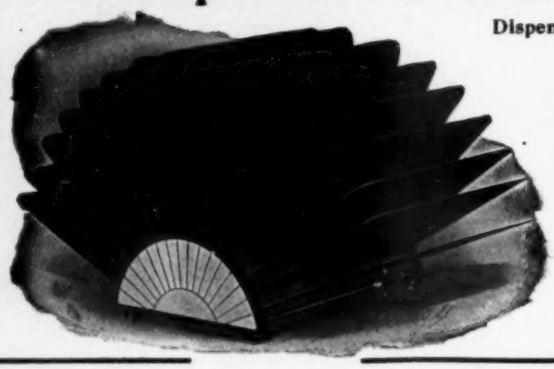
U. S. STEEL FURNITURE COMPANY

441 SOUTH
WEST STREET
SYRACUSE
NEW YORK

WRITE FOR
CATALOG
DE LUXE AND
PRICES

Keen Competition Demands Modern Methods

Dispense with wire baskets and trays



The Bristow Radial Distributor

Serves the purpose of many—occupies about the space of one. Made in special sizes for special purposes. Affords all the advantages of **accurate, rapid** and **economical** distribution of papers. A combination of **facility** and **durability.**

Write for complete catalogue.

FREDERICK BRISTOW
East Orange **New Jersey**

NEW COMPANY ON STRONG BASIS.

The advent of R. H. Ingersoll, the dollar watch millionaire, into the lists of office specialty manufacturers, is noted with a great deal of interest. He is president and financial backer of the New Era Manufacturing Company.

Thirty years ago Mr. Ingersoll vainly searched New York for a watch that would keep time and still be within reach of a poor man's purse. Not finding one, he set about supplying the demand that he felt existed.

Robert H. Ingersoll & Bro. have probably sold more watches than all the other factories combined.

"I made them cheap enough for anybody, and good enough for everybody," he says in accounting for his success. "I guaranteed them practically to the users' satisfaction. I could have sold them for $2 but I knew I would sell ten times as many at $1—that is how we made the dollar famous all over the world. Our watches have been sold in some places before the dollar got there,—and you can take that statement both ways.

"Then, too, we know how to advertise and sell on a big scale, hence economically."

Several years ago Mr. Ingersoll incorporated the New Era Manufacturing Company for the manufacture of a series of office appliances. The time since then has been spent perfecting the various articles so that the company could guarantee them to the users' satisfaction.

In accordance with the well known Ingersoll policy, the line will be sold at extremely low prices.

In the advertising pages of this issue is announced the first of the series—the New Era Check Protector. The New Era Self-Sharpening Pencil Sharpener will be placed on the market in a few weeks.

The New Era Check Protector prints the exact amount in bold red figures. The fibre of the paper is macerated in indelible ink, so forced through and through the pulp that any tampering with the figures makes a hole in the check. The machine is compact, beautiful and costs only $10.

Mr. Fanslow, superintendent of production and inventor of both the check protector and pencil sharpener, is noted for the almost uncanny faculty of making machines that do the work and are of the fewest number of parts. He plans to bring out other office appliances at the rate of about three a year.

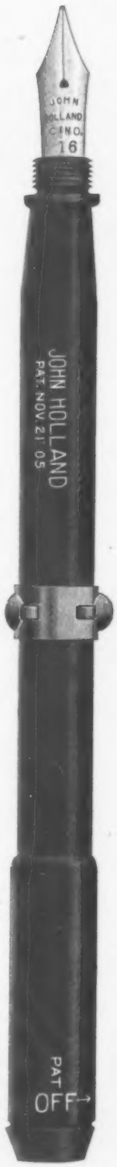
C. R. Seelye is sales and advertising manager. He is "one of Mr. Ingersoll's young men" in that he received the training under Mr. Ingersoll that made him first a successful salesman and later a successful sales manager.

It is Mr. Seelye's ambition "to hire and train yet this year forty clean, well educated, ninety horse power men who can not only sell goods but train and hire salesmen; men who live in the territories they manage; men who can help build an organization as famous as the one Mr. Ingersoll himself builded.

THIS PEN

combines effects that in others take 3 separate holders

Self-Inking
Safety
Self-Cleaning
Simplicity
Self-Locking
Cleanliness
Comfort
Capacity of Ink
Economy
Ease of Operation
Instant response
Pen ever ready
Pen always moist
Pen at end of holder
No rods
No slides
No screws
No hump
No slit
No collar
No flooding
No skipping
No sweating
No inky fingers
No inky holder
No inky clothes
No mussy filler
No nasty Ink-well
No pump
No piston

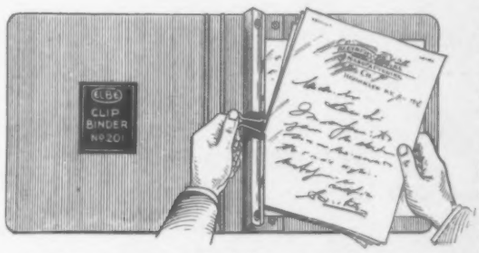


GREAT FOR
Ladies
Tourists
Students
Lawyers
Doctors
Collectors
Salesmen
Judges
Bankers
Merchants
Clerks
Officials
Teachers
Stenographers
Authors
or any
Business
Social or
Professional
writing
as they are fitted
with pens for any
regular or
special writing.
Writing performed
with least effort
and
no more thought
than in speaking

We will gladly send catalogue giving full advantages and explain special terms to introduce and sales aides.

The John Holland Gold Pen Co.
127-9 E. 4th St.
Estd. 1841 **Cincinnati**

THE ELBE CLIP BINDER



is a desk companion, and acts as a receptacle for loose sheets on the desk. Can be used either as a temporary or permanent sheet holder, to keep such as "letters received," "duplicate copies," "quotations," or any other important papers, for immediate or future attention. All sizes and styles. Send for literature.

Imported Board Covers
Letter Size, 11x8½ 15c
Cap Size, 14x8½ 20c
Sold at your stationer.

PRACTICAL—DURABLE—INEXPENSIVE

ELBE FILE AND BINDER CO., 148 Duane St., New York, N. Y.

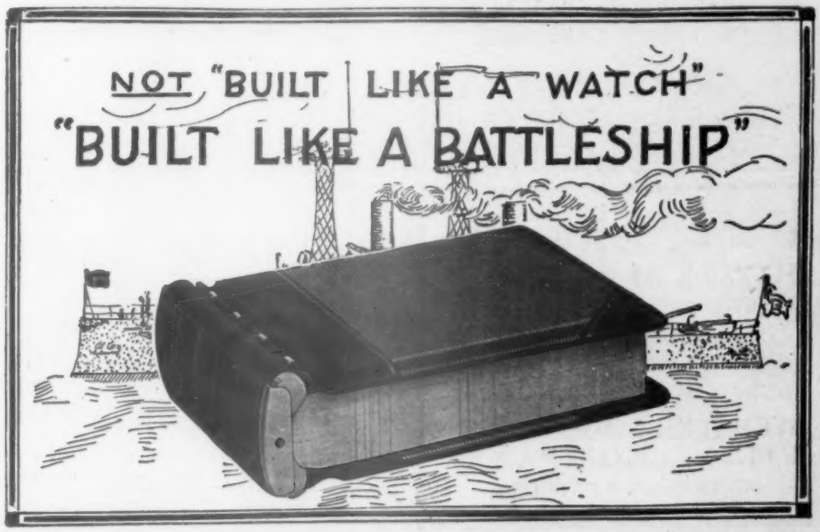
Dealers Should Buy What They Can Sell

and the easiest device of all to sell is the

P. & M. STEEL BACK LEDGER

A New One-Thousand-Account Ledger

constructed by the use of entirely new dies; built for heavy, hard service; built the P. & M. Way. Have you Catalog No. 14?



THE PLEW & MOTTER CO., Chicago, U. S. A.

The Adams College Book Rings

The Adams College Book Ring is a Universal ring for perforated binders and papers. This ring is easily operated and allows the sheets to lie perfectly flat. The most satisfactory ring ever invented. Beware of imitations.

Our goods are handled by leading stationers. If you do not carry them, write us at once for catalog.

Order through your jobber.

HENRY T. ADAMS
6823 So. Chicago Ave., CHICAGO, ILL.

WEDDING ANNOUNCEMENTS·· CARDS··· PROGRAMS

THE UNUSUAL IN STATIONERY

NEW AND EXCLUSIVE DESIGNS FOR THE DISCRIMINATING BUYER WHO DESIRES INDIVIDUALITY COMBINED WITH GOOD TASTE AND CORRECTNESS OF FORM

ORIGINAL MONOGRAMS CRESTS·· BOOK··· PLATES··

J. T. ARMBRUST

1026 FINE ARTS BUILDING,·· CHICAGO

UNIVERSAL BOOKMAKING

FOR PERFECT FILING

renders any paper or papers in your office—current, general, live, or settled—as readily accessible as a library book on a shelf.

We offer an unusual opportunity to dealers.

WEBSTER LOOSE-LEAF FILING COMPANY

LOUISVILLE, KENTUCKY

J. T. JEMISON H. H. STEWART

ANCHOR LOOSE LEAF MFG. CO.

Established 1910

CINCINNATI, O., U. S. A.

BINDERS, HOLDERS or METAL PARTS only

Sectional and Solid Post, Center and End Lock; Ledger Transfers, with Metal Hinges; Current Ledgers, Steel Back; Ring Book; Prong; Price Book; Aluminum and Canvas Bound Holders.

All our Devices are interchangeable with goods of Other Manufacturers.

The Herkimer GRAND RAPIDS MICH.

European Plan

Courteous Treatment Everything Right

$1.00 up—detached bath

$1.50 up—private bath

Excellent Restaurant Correct Service Moderate Prices

HOTEL HERKIMER

GRAND RAPIDS, MICH.

Maximum Comfort at Minimum Cost

EVERY BUSINESS MAN Needs This!

Handsome sparkling glass inkstand. Metal top in which is a stem wind and set Watch. Never sold before except as a high priced, imported article.

Prepaid - $2.00

H. D. PHELPS

37 Beaver St.

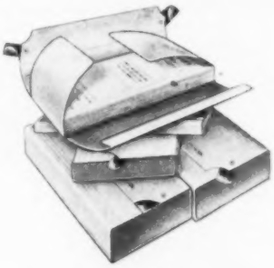
ANSONIA - CONN

We want important firms to handle our ONION SKIN CARBON PAPERS and EAGLE BRAND RIBBONS in all countries.

AMERICAN RIBBON & CARBON CO., ROCHESTER, N. Y., U. S. A.

USEFUL ENVELOPE SPECIALTIES.

The product of the Smead Manufacturing Company of Hastings, Minn., known as the "Smead Bandless Filing Envelope," is one of those useful systems which readily adapt themselves to almost universal use by business and professional men. These envelopes, made of tough, wear and moist-



ure-resisting fiber, are adapted to such a variety of purposes that hardly any one could fail to find practical use for one form or another of them. They are made in any size or shape desired, and the line embraces flat filing envelopes, expanding envelopes, mailing envelopes for heavy papers, manuscripts, and documents, mailing boxes, etc.

One of the features of the Smead line is the ingenious patented clasp or fastening device of flat metal, which, when secured,

renders the contents of the envelope safe not only from accidental loss, but makes it possible to be readily opened for inspection whenever necessary, and closed again in the same manner and with the same security as before.

Smead envelopes require no bands, no strings, no tapes, no catches and no binding, yet they are securely fastened. They are tough and durable, save space and are

made in all sizes and for an astonishing variety of uses. The illustrations shown herewith present some of the features of this well known line.

Dealers and others who may be interested in the Smead product should write to the company for information and terms.

There are no elevators in your business; you have got to climb a loose rope hand over hand.

MANAGES CHICAGO OFFICE FOR LOOSE LEAF COMPANY.

George W. Morris, Jr., has recently become Chicago sales manager for the Stationers' Loose Leaf Company of Milwaukee, Chicago and New York. His offices are at 606 Hartford building.

GEORGE W. MORRIS.

Mr. Morris was formerly with the Underwood Manufacturing Company of Cincinnati and has had considerable experience in the loose leaf field.

A BIG LOT OF PAPER.

The illustration reproduced on this page represents a carload of Byron Weston Company's Flexo loose leaf ledger paper all of one size, weight and color, which was recently shipped to the C. S. & R. B Company of Chicago. The Byron Weston Company says that they believe this is the only instance where one straight carload of high grade paper of one quality, size, weight and color has ever been shipped to one concern. This illustration is interesting, as it shows the tremendous growth of the loose leaf industry and the prominent part which a well known Chicago company is taking in the advancement of the loose leaf idea.

You can't booze all night without a desire to snooze all day.

NOVEL IDEA IN DESK LAMPS.

The accompanying cut shows a new model of the "Emeralite" desk lamp, manufactured by H. G. McFaddin & Co., 38 Warren street, New York, N. Y. The restfulness of green to the eyes and the scientific arrangement of the "Emeralite" shade are facts already familiar to the trade. This shade or reflector is made of a rich geen emeraid glass, having inside a pure white opal glass reflecting surface which will not tarnish or scratch, is not affected by heat or atmosphere, and therefore does not deteriorate with use. The combination of emerald green and opal glass gives comfort to the eyes and maximum light falling directly on the work. The smooth surface of the shade prevents dust from collecting.

The particular feature of the new shade shown in the illustration is the combination of desk light, inkwells, pen and pencil holder and calendar. The fact that this shade stands firm and that it places at the business man's disposal those writing utensils which he always needs should make this novelty popular with the trade. Interested dealers may address H. G. McFaddin & Co. for further information.

EMERALITE LAMP AND SENBUSCH INKWELLS.

A BIG PAPER SHIPMENT.

Supply your trade with the carbons they need

Your trade cannot expect first-class results from the same carbon used for every purpose in their office.

BUCKSKIN
Carbon Papers and Typewriter Ribbons

are made in thirty-six styles, weights, grades and colors, for thirty-six particular purposes. One of these meets exactly every requirement of their papers. Let us tell you which it is.

Get Our Free Book

It tells how to minimize, the often overlooked expense, in securing the proper ribbons and carbons, cleaning type, erasing smudges, washing up, etc. Each progressive dealer should write for a copy of this catalogue to-day.

To Prove the Superiority

Give us a list of ten or more of your best patrons, and we will send them a liberal supply of samples of the various grades of carbon paper. We will also send you a quantity of samples to be tested out under most trying conditions to prove the quality of Buckskin products.

Our dealers proposition will interest every wide awake office supply specialist.

Neely & Peacock Company
122 West Illinois Street
CHICAGO, - ILLINOIS

THE SANFORD LIQUID WATER COLORS.

SANFORD'S LIQUID WATER COLORS

The Sanford Manufacturing Company of Chicago has recently gotten out a new package which will interest many commercial stationers. It is nothing less than what is known as the Sanford Assortment of Liquid Water Colors, put up in ten-cent bottles each and all enclosed in a sightly package, illustration of which is presented herewith. The colors include brown, violet, yellow, light red, dark red, green, orange, black, light blue and dark blue. By mixing the different colors any shade desired may be obtained. Each color is put up in a handsome one-ounce bottle with divided thread screw cap. The complete package also contains two glass mixing cups for blending the colors, and two brushes in a partitioned space suitable for holding them.

This box was primarily designed for the use of children, who in painting could use the colors direct from the bottles. More artistic features can be obtained by the use of these colors than by the old style hard colors because the new colors are more easily toned down or blended by means of a brush and a small palette. This little box should prove a good holiday seller. Full information may be obtained by dropping a line to the Sanford Manufacturing Company, Peoria and Congress streets, Chicago.

NORMAN ANGELL'S ADDRESSES IN GERMANY.

The addresses on international relationship and the industrial expansion of nations made by Mr. Norman Angell, of London, author of The Great Illusion, to university students and professors in Heidelberg, Gottingen, Berlin, Munich and other cities, have had most interesting results. Study circles have been established in several universities, and a central German committee is arranging to offer yearly prizes to students for the best thesis on the interdependence of nations as shown by modern developments. The movement has already received encouragement from many eminent German professors and business men. It promises to assume very considerable proportions.

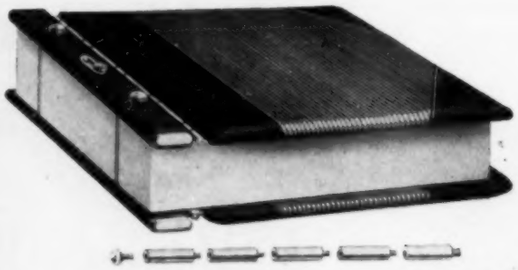
PAISLEY WITH ADVERTISING CONCERN.

L. A. Paisley, for several years managing editor and advertising manager of Modern Methods, Detroit, Mich., left that concern on August 31 to join the Lewis A. Pratt Advertising Agency, with offices at 401-402 Ford building, Detroit, Mich.

THE PROGRESS TOP LOCK

SECTIONAL POST BINDER

With the Self-Locking Button



Cannot Be Jarred Open

THIRTEEN STOCK SIZES
IN FOUR GRADES OF BINDING

GRADE A—Russia and Corduroy, selected cross grain leather, best quality Fawn Corduroy, built up double beveled boards. Metal hinge, polished nickeled ends.

GRADE B—Russia back and corners, waterproof Khaki sides, built up double beveled boards. Metal hinge, polished nickeled ends.

GRADE C—Full waterproof Khaki, Russia corners, built up double beveled boards. Reinforced hinge, polished nickeled ends,

GRADE D—Full waterproof Khaki, Russia corners, extra heavy single boards, polished nickeled ends.

SEND FOR CATALOG "J"
Showing COMPLETE LINE

STATIONERS LOOSE LEAF COMPANY

SELLS TO THE TRADE ONLY

346 Broadway, MILWAUKEE, WIS. 203 Broadway, NEW YORK CITY

OBITUARY.

Louis I. Snyder.

The many friends of Louis I. Snyder will be inexpressedly shocked and grieved to learn of his sudden and untimely death on Tuesday, September 9, at Toledo, Ohio. Having come over from Western Ontario with Mrs. Snyder to spend Labor Day with relatives, he was taken with a slight indisposition, which suddenly developed into appendicitis. He was immediately operated on by Dr. C. N. Smith at the Flower hospital in Toledo, but did not survive the operation. The funeral was on Friday, September 12, at Perrysburg, Ohio, from the house of Mrs. C. L. Maddy. Among those who attended was Richard B. Carter, president of The Carter's Ink Company, with whom Mr. Snyder was employed; and many other business associates would have taken a melancholy satisfaction in so testifying their friendship and esteem if they could have known in time.

But few men have been better known to the trade than the genial Lou Snyder. Born in 1872, he early displayed his self-reliance by securing for himself his first position before the completion of his business college training. After serving in the Spanish-American war he traveled for the American News Company, the old house of Edward Kimpton and the A. Dougherty Playing Card Company of New York City. For the last four years he has been in the employ of The Carter's Ink Company, most of the time as manager of their Montreal branch, where his loss will be sorely felt. This experience gave him a wide acquaintance in many parts of the United States and Canada, and wherever he was known he was both respected for his ability and integrity and loved for his sunny unchangeable disposition. His nearest friends can also testify to a constantly increasing strength of character, for which he is as deeply honored as he is loved for his personal traits. He was married two years ago and leaves a wife, but no children.

PITMAN WRITER MAKES RECORD.

At the International Shorthand Speed Contest held at Chicago August 20, 1913, under the auspices of the National Shorthand Reporters' Association, Nathan Behrin, an Isaac Pitman writer, won for the third time and permanently the "Shorthand Writer" Cup, with an average accuracy of 98.3 per cent in the 200, 240 and 280 words per minute tests, breaking all previous records for accuracy. Only one other contestant qualified—writing Pitmanic shorthand—with a percentage of accuracy of 91.11. Mr. Behrin's record for accuracy in 1912 was 97.01.

Time is no longer reckoned simply by days, but hours and minutes count.

A business card should be used only as a record, not as an introduction.

"They Sell Themselves"

No. 1444LP

More than one dealer has said that of

Johnson Chairs

The chair in the cut, for instance, makes an attractive appearance in your store and invites inquiry. It saves you the trouble of calling your cust mer's attention to it.

That is true of our entire line which embraces the wants of all classes of customers.

JOHNSON CHAIRS combine quality, comfort and beauty.

We have just issued a new catalogue for 1914 and 1915. If you have not received a copy, write for it today.

JOHNSON CHAIR COMPANY

Offices and Factory: 4401-4531 West North Avenue, Chicago
Chicago Showrooms: Karpen Bldg., 900-910 So. Michigan Blvd. Fourth Floor.

UHL ART STEEL FURNITURE

UHL ART STEEL

Typewriter Table and Cabinet

BEWARE OF IMITATIONS

There is only one genuine "UHL" Cabinet on the market—it carries the trade-mark shown at the corners of this advertisement.

One of the best advertised, quickest selling Office Appli ances on the market.

Description:

Has indestructible steel frame with built-up wood platforms which are noiseless under operation. Stands on its feet as solid as a rock, yet a simple turn of the lever throws the weight on leather casters and you can move it instantly and silently to follow the light or from room to room. Has ample space for a week's supply of stationery, but no drawers to serve as "catch-all" for odds and ends. Always clean and sanitary. The sides fold up, steel top rolls down and locks securely.

OPEN
Affords as much room as old-style desk

CLOSED
Occupies only 4 sq. ft. of floor space, saving 6 sq. ft.

How We Help You Sell It

First, there's our forceful advertising in the most widely read mediums—Saturday Evening Post, Literary Digest, System, Cosmopolitan, etc., etc., each of which reaches many people in your town who need an UHL Cabinet. Their inquiries and orders are sent to you.

OUR 15 DAY TRIAL OFFER

is a great sales-clincher. If a prospect orders one in good faith and finds within 15 days that it is not all we claim for it, take it back—in all our experience less than 1% were ever returned. If he keeps it we guarantee it forever against defective material or workmanship.

TOLEDO METAL FURNTURE CO., 2375 Dorr St., Toledo, O.

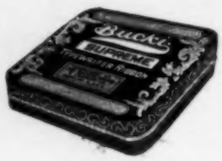
Bucki

SUPREME RIBBONS
and
CARBON PAPERS

The development and installation of the newest machinery for the making of ribbons and carbons has found expression in the superior quality of our product.

We uphold our end by putting out goods which will thoroughly satisfy your customers.

Are you interested in obtaining agency for a complete line of high-grade ribbons and carbons? Then, frankly, we think you will miss much if you fail to write us for samples and prices. Let us hear from you.



The Buckeye Ribbon & Carbon Co.

311 St. Clair Ave. N. W. Manufacturers Cleveland, O., U. S. A.

GOLDING SHEARS

Made in sizes 8, 12, 24 and 36 inches and three styles. With Table and without, also on stand.

Draw Cut—no clamp required.

Useful, durable, reliable for cutting paper, cardboard, cloth, leather or thin metal.

Handy for Manufacturers, Bankers, Printers, Photographers, Stationers, etc. Write us for catalog. Dept. O.

GOLDING MFG. CO., Franklin, Mass.

MORTON'S ODORLESS TYPEWRITER OIL

The world's best lubricant for Typewriters, Adding Machines and all delicate machinery. Chemically pure, gumless and colorless.

Write to-day for free sample and prices.

MORTON MFG. CO.
Louisville, Ky., U. S. A.

Export orders given careful attention.

THE SAFE-CABINET Dealer—
Has Every Advantage

First—He has the advantage of handling the *first* and original double wall steel filing cabinet ever offered to the trade.

Second—The advantage of years of advertising that has made THE SAFE-CABINET the best known article of its kind.

Third—The advantage of having the endorsement of the Underwriters' Laboratories and of having their label on his goods. (THE SAFE-CABINET, 1913 Model, is the only insulated cabinet or safe having this endorsement).

Fourth—The advantage of having the only cabinet that has successfully gone through numerous actual conflagrations and has protected its contents.

Fifth—The advantage of having the evidence to prove every selling claim.

Sixth—The advantage of having scores of enthusiastic SAFE-CABINET owners in every town to boost his product.

There are other advantages enjoyed by THE SAFE-CABINET Dealer that are not available to any other.

THE SAFE-CABINET CO. Dept. A-2 Marietta, Ohio

NEW MODEL ENVELOPE SEALER.

The Borger Manufacturing Company, 308 Sycamore St., Cincinnati, Ohio, announce the completion of a new and improved model of their "Office Boy" envelope sealer, an illustration of which is shown herewith. The Borger Manufacturing Company has made many improvements in this machine,

"Office Boy" Envelope Sealer

which they now claim approaches perfection for the use for which it is designed.

The new "Office Boy" is a very substantially built machine. It is not a toy in any sense of the word, but is a machine that should be in every office. The manufacturers claim that it accomplishes its work at very slight expense. Dealers who are handling this machine report excellent progress. Those who may be interested in this device should get in touch with the manufacturers at the address given above.

NEW MODEL PENCIL SHARPENERS.

The Automatic Pencil Sharpener Company of 30 East Randolph street, Chicago, is at the moment busily engaged in distributing to the trade initial orders on the latest product of their factory, known as the Climax No. 2 and Duplex Pencil Sharpeners.

These machines incorporate many new refinements and improvements applicable to pencil sharpeners, and will meet with endorsement from the buying public.

In general construction the machines are identical, excepting in the matter of feeding, Climax No. 2 being automatic feed while Duplex is hand feed.

The Duplex type, hand feed machine, incorporates a self-centering chuck, which accommodates every sized pencil made. It is but necessary to insert, and then press lightly, and the pencil will be properly sharpened. This self-centering chuck really gives Duplex, a hand feed pencil sharpener, practically all the merit of the automatic, provided the operator will follow the simple directions furnished.

The mechanical advantages claimed are as follows:

Twin cutter principle; eighty inches of cutting edge; range of adjustments in cutter frame that makes re-sharpening of cutters themselves possible any number of times; permits range of points from blunt to fine, fine point, however, not being a needle point, which snaps off at first touch to the paper.

DUTCHMAN VISITS UNITED STATES.

H. A. Minderman of N. V. Ruys' Handelsvereeniging, Rotterdam and Amsterdam, Holland, visited the United States last month. He spent a good portion of his time with relatives in Grand Rapids, Michigan. He also spent a few days in Chicago and paid a short visit to the Chicago Business Show. Mr. Minderman remained in the United States about six weeks, stopping at various points of interest.

CONNER RETURNS TO CHICAGO.

W. R. Conner, for some time advertising manager and assistant to the general manager of the Dorsey Company at Dallas, Tex., has resigned that position and has returned to Chicago, where he has again become advertising and sales manager for Stevens, Maloney & Co. at 21 South La Salle street.

ANOTHER THEFT OF FOUNTAIN PENS.

On the night of August 9 The Typewriter Shop, Inc., South Bend, Ind., was robbed of $500 worth of fountain pens, most of which were "Parker" pens. B. A. Tuttle, president and general manager of the firm, reports that there had been a circus in town the night before and that thirty employes had been discharged, although one is not justified, of course, in connecting the two facts off-hand. This and similar fountain pen thefts in the vicinity would seem to point to a well-organized plan for the disposition of stolen goods.

GOOD WINDOWS IMPORTANT.

The intelligent application of the window display idea is a matter of very great importance to every merchant. It is something which deserves his most careful study and consideration. It is a subject, too, which will yield information by means of experiment to any man who may want intelligent displays and trace sales which may arise from them. In this way any intelligent man can readily grasp the essentials of good window trimming and can create a line of information which will be of inestimable value to him and which he will add to from time to time as he continues to apply his ideas.

WILL EXHIBIT AT MONTREAL.

Saunders & Company of Kansas City, Mo., manufacturers of Saunders envelope sealers, wil exhibit all the different models of the Scalograph at the National Business Show for Canada at Montreal, October 8 to 14. D. G. Saunders of Kansas City and E. M. Wilcox of Toronto will have charge.

Keep the edge of your energy keen and sharp, and the tension of your enthusiasm keyed to the limit.

Agents Wanted in Every Town and City

To Sell Fox Typewriters on Commission

The Fox Typewriter is a beautifully finished, high grade, Visible writer, with a light touch and easy action and extreme durability. It has a tabulator, back spacer, two-color ribbon, stencil cutter, card holder, interchangeable platens and carriages, is fully automatic, and is sent out complete with fine metal cover and hardwood base.

If our typewriter does not suit you after a ten days' free trial of it send it back at our expense. If you wish to buy it after trial you can pay us a little down and the balance monthly or in all cash, just as you prefer. There is "no red tape" tied to this offer, and it is open to any responsible person in the United States.

We are making a special offer on a lot of Fox Visible Typewriters that have been very slightly used for demonstration purposes. These are not second-hand nor rebuilt, and could scarcely be told from new by anyone. Low price—easy payment terms—ten days' trial. Write for full particulars.

FOX TYPEWRITER COMPANY
3110-3120 Front Ave., Grand Rapids, Mich.

OFFICE APPLIANCE MAGAZINE INQUIRY COUPON
Name.....
Address.....

Print Your Own Letters and Circulars with

The NIAGARA MULTIPLE TYPEWRITER

Completely Equipped with regular 12-point Pica Type Ribbon Counter Chases Reglets Ball Bearings Cabinet Stand and all Accessories.

NO EXTRAS TO BUY!

MODEL "A"
Price $100
Guaranteed to pay for itself within a year if used intelligently.

Develop your Mail Order Department—make it help your salesmen.

You can make your Mail Order Department pay bigger profits at less expense than any other branch of your business. With a Niagara Multiple typewritten letter (you can't tell them from the personal kind) you can lay your proposition before your prospect and your customer, ask him for an interview, or tell him that your representative will call at a certain time, and ten times out of ten you will get a better reception and a larger order. A few cents spent in a good circularizing campaign, with the right kind of letters, duplicated in the right way, will save you money, increase your profits and build up your business.

Let us tell you about our Free Trial Plan

Just to prove to your entire satisfaction what you can do in your business with a Niagara Multiple Typewriter, we want to put one in your office to try out on your own work, and on your own problems. Will you make this test if we put the machine in your office free? Then write and let us give you more details about our offer.

Specialty Salesmen: There are a few good territories open for specialty salesmen. If you want to establish a good paying, permanently profitable sales agency, write promptly—act now.

NIAGARA MULTIPLE TYPEWRITER CO., Bridge Station, Niagara Falls, N.Y.

The word "PAPEROID"
may be confused with other similar words but
the name BUSHNELL stands alone

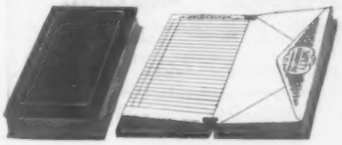
Bushnell's Paperoid line embraces the most complete assortment of styles and sizes of Filing Envelopes, Folders and Pockets. Red goods are today a necessity. The Bushnell line opened the field and is still ahead of the Procession. They are the goods for you and for the consumer, and contain all the features to make them valuable to both.

The Bushnell line is constantly being introduced to prospective customers throughout the country. This creates a demand upon the local stationer, who reaps the benefit of a business created for him.

This settles the question---
what line has the greatest demand—and the continued orders prove what line has the greatest sale. Reap the benefits in your own city.
When you substitute, the customer eventually finds it out.

ALVAH BUSHNELL CO. Makers of Paperoid Goods
923-925-927 Filbert St., Philadelphia, Pa.
New Factory—Improved Facilities—Standard Always the Same.

Have you ever Mislaid an Important Document?



Keep all your valuable papers safe in a BARLER DOCUMENT FILE. Made of steel, covered with "Chase Leather."
Cord allows expansion and holds without tying.
20 strong Manilla Pockets, 4½ x 10¾ inches, with metal eyelets.
$1.25 Delivered. *Guaranteed satisfactory or money refunded.*
A. C. BARLER MFG. CO., 60 West Lake Street, Chicago

For the Attention of the Manufacturer

Australian Concern Wants Machines.

The Rebuilt Typewriter Company, 18 Barrack St., Sydney, N. S. W., is on the lookout for the agency for a light portable typewriter of the folding type. It also desires to secure full lines of first class typewriter supplies such as ribbons, carbon paper, etc. The company also desires office furniture and materials for duplicating machines.

Spanish Concern Wants American Devices.

Venancio Guillamet, Vergara, 6, Pral, Barcelona, states that he is interested in office novelties such as small things that are new and useful. He also desires to handle some new machines which come on the market from time to time for offices. Anyone who may have something of interest for this company should write to the address given above.

Some New Companies.

Among the recent incorporations at Batesville, Ind., is that of the Batesville Cabinet Company, the capital of which is $70,000. The directors of the company are: George M. Hillenbrand, J. A. Hillenbrand, and A. W. Romweber.

* * *

Elmer Housel has opened a stationery store at 46 Dennis street, New Brunswick, N. J. Mr. Housel was for ten years connected with the stationery firm of Seiffert Bros.

* * *

There has recently been opened at 2362 Washington street, Ogden City, Utah, the Bramwell Book & Stationery store which carries a $15,000 stock. The manager of the store, Wilford Bramwell, is a man of years of experience with some of the largest stationery houses in the country.

* * *

O'Connell & Davis is the firm style of a stationery company which has recently begun operations at 247 California street, San Francisco, Calif.

Trade Opportunities.

For information further than that given in the following selections from Daily Consular and Trade Reports, address the Bureau of Foreign and Domestic Commerce, Washington, D. C., giving the file number in each case.

* * *

No. 11587. Office furniture of all kinds.—An American consular officer in France reports that a business man in his district recently called at his office and expressed a desire to enter into relations with an important American firm manufacturing office furniture of all kinds, with a view of obtaining the agency for France. The inquirer laid special stress on the fact that there is a large field open to a firm willing to sell through an agent, who would thus be able to deal with all the furniture dealers of the country, whereas at present American office furniture is sold direct to the customer, the importers refusing to deal with retailers.

* * *

No. 11627. American goods of various kinds.—An American consular officer in a European country reports that an importing company in his district wishes samples and prices of the following lines of merchandise: Office supplies of all kinds, such as paper clips, pins, pencils, penholders, carbon paper, pencil sharpeners, typewriter ribbons, labor saving devices of all kinds, roll-top desks, door locks, etc. The officer states that there is a large market for many of these articles and American manufacturers should take immediate advantage of it. Copy of the complete report will be sent to interested firms by the Bureau of Foreign and Domestic Commerce.

* * *

No. 11641. Agency for lithographers.—A report from an American consular officer in a European country states that a resident of his district wishes to correspond with American lithographers for the purpose of representing them in the kingdom. Correspondence may be in English.

* * *

No. 11644. Comptometers.—A firm of shipowners, shipping agents, and bankers in a European country advises an American consulate that it is desirous of getting into communication with manufacturers of comptometers of small size, which ring a bell at each count. Many of these comptometers are required for use in loading vessels, as the present method of keeping tally is antiquated and unsatisfactory. It is believed that a large number of these could be sold in various shipping ports throughout the country. Correspondence may be conducted in English.

* * *

No. 11645. Agency in Latin America.—The Bureau of Foreign and Domestic Commerce is in receipt of a communication from a business man now in the United States requesting to be placed in touch with American manufacturers desiring a representative and sales agent in Latin America.

* * *

No. 11667. Office furniture and supplies.—A European business house has written an American consular officer that it desires to get in touch with American manufacturers of all kinds of office supplies, except paper articles. This includes office furniture.

* * *

No. 11671. Telephone systems.—An American consul in the Near East reports that two small telephone systems, with a limited number of connections, are now in use in his district, and so far have given excellent satisfaction. There is now agitation for a larger telephone system which will connect with the outlying districts, and to which the more important merchants and householders might be connected. To be prepared for emergencies, it would be well for telephone manufacturers to send some catalogues to the consul in question, so that if a company is formed for such a purpose they can be supplied with reliable information on the cost of installing any sized system that may be wanted.

* * *

No. 11673. Window-display fixtures and novelties.—A number of retail merchants in a foreign country are beginning to attach importance to window display and give particular attention to window dressing. At present three large shops are changing their old fronting into modern show windows, and it is expected that other stores will follow their example. An American consul has forwarded the names of the firms that have recently completed new windows and a list of other dealers who might be interested in American-made display fixtures or novelties, all of which may be obtained from the Bureau of Foreign and Domestic Commerce.

* * *

No. 11693. Office furniture and supplies, and novelties.—A resident of a European country informs an American consul that he wishes to be placed in communication with manufacturers of wooden and steel office supplies, such as writing desks, filing cabinets, typewriters, adding machines, etc.; and novelties, preferably of metal. Prices, discounts, manner of payment, etc., should be sent, and communications should be in Bohemian or German.

* * *

No. 11706. Furniture and equipment.—An American consul in Russia reports that a boys' large commercial school, costing over $200,000, is nearing completion in his district. It will be equipped with modern school furniture and appliances for library, chemical, physical, and commercial departments. Those desiring to furnish furniture and equipment should send catalogues and correspondence in Russian, French or German to the director of the school, whose name is given in the report.

* * *

No. 11715. Sectional bookcases.—An official of a foreign municipality informs an American consulate that he desires to ascertain prices of sectional bookcases 4 feet long and four sections (about 4 feet) high. The consul states that at present only one division as specified is required, but it should lead to further orders.

* * *

No. 11317. Polishing cloths.—An importer in Germany informs an American consular officer that he desires to communicate with manufacturers of prepared metal polishing cloths in the United States.

* * *

No. 11319. Telephone system.—A report from an American consular officer in Asia states that owing to the present unsatisfactory telephone service in a large city an officer requested to be placed in touch with an American company that would be prepared to install a modern telephone system.

* * *

No. 11323. Switchboards and telephone parts.—Tenders will be received at the office of the Deputy Postmaster General, Melbourne, Australia, up to September 16 for supplying (1) an automatic or semi-automatic switchboard and parts (schedule 859), and (2) a common-battery multiple switchboard (schedule 860). Tenders will also be received at the Office of the Deputy Postmaster General, Adelaide, until August 13 for supplying (1) telephone parts (schedule 292), and (2) 26 common-battery switchboards (schedule 293). Copies of specifications and forms of tender may be obtained from the High Commissioner for the Commonwealth of Australia, 72 Victoria street, London, England.

* * *

SOME NEW CONCERNS.

During the past month there was incorporated in New York City the American Pencil Sharpener Company, which has a capitalization of $75,000. Two of the incorporators are Brooklyn men, one a New Yorker. They are respectively: H. R. Nostrand and W. J. McGill and J. B. Collins.

* * *

One of the office furniture concerns which has recently started in business is the L. E. Chute Co. of Davenport, Iowa.

* * *

The Mays Accounting Machine Company is the name of a corporation which has been formed to market a new type of adding machine, the invention of James F. Mays, who was for a number of years chief accountant for the Tennessee Coal & Iron Company. One of the unique features of the new device is that it may be attached to the ordinary typewriter, its keys being used in the operation of the adding machine. The executive end of the business will be managed by Dr. Philip R. Moale and several other business men of Asheville, N. C.

P. CASTELLI & CO.
Via Dante 4, Milan, Italy
with splendid offices and show rooms are open for exclusive agencies for Italy and Colonies in all new and practical office appliances. Best references.

Louis Fournier-Forquignon
TYPEWRITER DEALER
34 Rue des Petites-Ecuries
PARIS, FRANCE
is in the market for typewriter specialties and allied supplies for office use.

HUNGARY
Gluck M. Odon
Budapest, VI.
Liszt Ferencz-tér 18.
is always open for novelties as Dealer or Agent.

THE REX CO.,
Established Dealers in Office Supplies and Agents for an American typewriter.
VIENNA, AUSTRIA,
are always ready to consider agency propositions from American manufacturers.

F. W. HEYTHEKKER
Office Appliance Dealer in
AMSTERDAM HOLLAND
Specially organized for the sale of small attractive crticles, furniture, etc. Will be pleased to receive aataloge and prices from manufacturers. Sole dealerships preferred. Wholesale and retail.

box 75c delivered. Samples and further information free. The Detroit Coin Wrapper Co.,
371 Harper Ave., Detroit, Mich. Toronto, Can.

Don't Guess

"Pelouze" Postal Scales

National.....	4 lb
Union.....	2½ lbs
Columbian.....	2 lbs
Star.....	1 lb.
Crescent.....	1 lb.

are scientifically made. They show exact weight in ounces, also cost in cents on all classes of mail matter.

Banks and large business houses use

"Pelouze" Scales

because of their accuracy, reliability and durability.

Made in several styles.

"PELOUZE" POSTAL SCALES

Mail and Exp...	16 lbs.
Commercial....	12 lbs.
U. S.....	4 lbs.
Victor.....	1½ lbs.

are ready sellers. All the best dealers sell them. Write today for catalog.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street
CHICAGO

THE Tengwall FILE Look for Trade Mark on the Label

REG. U.S. PAT. OFF.

We manufacture Loose Leaf Accounting Forms, Binders, Files, Ledgers, and Price Books.

2952 Sheffield Ave. CHICAGO

THE TENGWALL COMPANY of Illinois
20 Thames St., New York

The Balkan War

is over

Now it is the right time to introduce your articles in Austria-Hungary, Roumania, Servia, Bulgar'a and Greece. Send catalogues, lowest prices and samples to:

STEPHAN I. SCHUK

Vienna, Austria **I. Bauernmarkt 22**

General Manager of the RONEO Lim.
Splendid organization in all these countries.

STATIONERY NEWS

(By Special Correspondence.)

Boston, Mass.

On Monday evening, September 22, the Boston Stationers' Association held its annual informal dinner. There was a musical and elocutionary program rendered by George B. Cutter of Everett, Mass. Among the items of business of which the meeting made disposition was the appointment of a banquet committee for the meeting during January next. Over half the members present at the dinner expected to attend the Springfield convention.

* * *

Chicago, Ill.

E. Y. Horder's three stationery stores in Chicago are hereafter to be run as a corporation of $10,000 capital. Mr. Horder is president of the reorganized company; his son, Harry G. Horder, and daughter, Ivy L. Horder, respectively treasurer and secretary. A five-year lease has been taken on the main store at 108 North La Salle street and the company's plans include improvements to the premises.

* * *

Los Angeles, Calif.

The interest of the F. D. Jones in the Jones' book and stationery store in Los Angeles, Cal., has been purchased by A. E. Shepard, G. C. Tomlinson and Chas. H. Andrew, who have been associated with the business for many years.

* * *

Memphis, Tenn.

S. C. Toof & Company, manufacturers of loose leaf supplies and stationery, have recently moved to their new Memphis home, a building of four stories and basement. The facilities are as nearly complete as they could be and provide the best possible working conditions for the entire force—operators, office employes and executives alike. It is interesting to note that the excellent modern printing and stationery plant which the firm occupies is the result of half a century's growth, and contains almost 55,000 square feet of floor space.

* * *

New Brunswick, N. J.

Elmer Housel has opened a stationery store at 46 Dennis street, New Brunswick, N. J. Mr. Housel was for ten years connected with the stationery firm of Seiffert Bros.

New York, N. Y.

During the past month there was incorporated in New York City the American Pencil Sharpener Company, which has a capitalization of $75,000. Two of the incorporators are Brooklyn men, one a New Yorker. They are respectively: H. R. Nostrand and W. J. McGill and J. B. Collins.

* * *

New Orleans, La.

The Perry & Buckley Company announce the removal of their business from 628-630 Poydras street to larger quarters at 729-731 Poydras street. The company, of which Joseph P. Buckley is president and Frank Laumann is secretary-treasurer, is engaged in the manufacture and sale of stationery and office equipment.

* * *

Ogden City, Utah.

There has recently been opened at 2362 Washington street, Ogden City, Utah, the Bramwell Book & Stationery store which carries a $15,000 stock. The manager of the store, Wilford Bramwell, is a man of years experience with some of the largest stationery houses in the country.

Philadelphia, Pa.

The Alvah Bushnell Company is now located in its new quarters on Filbert street between Ninth and Tenth streets. The company had outgrown its old home at Tenth and Market streets, which is within a few hundred feet of the new location.

* * *

Portland, Oregon.

The Kilham Stationery & Printing Co. of Portland, Ore., is preparing to move to larger quarters. The firm will soon occupy the entire five-story building on the corner, directly across the street from its present location. The new establishment will enable them to display their large line of office supplies, loose leaf devices, engineer's supplies, etc., on the main floor, with ample room above for office furniture and the manufacturing departments.

The final judge of quality is the MAN AT THE DESK

OLSEN DESKS

Are made for the user. They are carefully and correctly proportioned and designed—and it is this combined with OLSEN Quality—Honest material and workmanship—which makes the OLSEN DESK—Man's best business friend.

A style for every taste. All of them are good.

OLSEN desks are handled by the best dealers. Let us send you our catalogue.

O·C·S·OLSEN COMPANY
OLSEN DESKS
CHICAGO

Multigraphs, Adding Machines, Office Devices at half price and less

Rebuilders of typewriters, adding machines, time clocks, dictaphones, duplicating machines. New and second hand office furniture and safes. We enjoy facilities which enable us to make low prices. The goods are cheap in price only.

Write for price list today
It will save you money

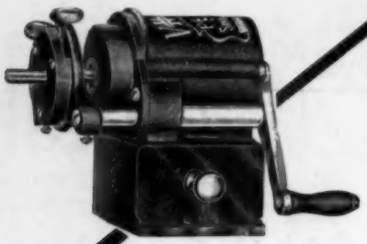
Chicago Safe & Merchandise Co.
30 and 32 W. Lake St., Chicago

Hotel Charlevoix

Detroit, Mich.

A 200 room hotel, completely furnished and equipped. 150 rooms with private bath. An Ideal Location. Absolutely Fire Proof. Rates, $1.00 and $1.50 without bath, $1.50 up with bath.

GRINNELL BROS.,
Props.
Rene G. Haag, Mgr.



"VICTOR"

The Newest Model of the RONEO

PENCIL SHARPENER

of which over 100,000 have been sold.

The best features of previous models at a reduced price—$6.00.

The "VICTOR" sharpens every size and kind of pencil.

Automatically grips and feeds the pencil, and automatically stops when the pencil is pointed.

NEVER BREAKS THE LEAD

Automatic adjustments for varying the lengths of points, and for different thicknesses of pencils.

"VICTOR" Pencil Sharpeners are equipped with milling cutters made of the finest imported tool steel.

Sharpens quickly and without waste—thereby reducing pencil costs.

DEALERS: Write for our special "Get Acquainted" offer!

RONEO COMPANY **Roneo Building, New York**

QUALITY IN PASTE

For nearly a century we have used every opportunity to improve our products.

Davids' Paste is warranted not to sour or mold in any climate.

Its distinctive feature is Quality.

General White Paste

is put up in extremely attractive containers that possess many advantages over other makes. It comes in different sizes and style of packages but in **Only One Quality—The Best.**

You will be especially interested in our new 6 and 12 pound handsome, hermetically sealed containers shown in this advertisement. They are especially adapted for export, as they eliminate breakage and weigh less than others.

No. 535—Six Pound Pails, List Price . . $22.50 Per Doz.
No. 536—Twelve Pound Pail, List Price . 45.00 Per Doz.

Good As Experience, Care and Money Can Make

Unequalled for Office and Household Uses and Mounting Photographs.

Tip Top Paste

The Most Convenient Jar on the Market Today.

No. 519— 4 oz.	Water Well,	Enameled	Brush,	Screw	Cap,	List	Price	$3.00	Per	Doz.
No. 531— 6 oz.	"	"	"	"	"	"	"	4.25	"	"
No. 533— 8 oz.	"	"	"	"	"	"	"	5.50	"	"
No. 532—16 oz.	"	"	"	"	"	"	"	9.00	"	"
No. 534—32 oz.	"	"	"	"	"	"	"	15.00	"	"

Liberal Discounts to Dealers

WRITE FOR CATALOG

which describes our entire line of Inks, Adhesives, Sealing Wax, Etc., and from which you will see that your margin of profit is greater than is possible with other makes, and you get Quality Goods at that.

THADDEUS DAVIDS COMPANY

Established 1825 ***Oldest Ink and Adhesive Manufacturers in the United States***

Chicago Branch and Warehouse: **18 WEST KINZIE ST.**

Main Offices and Factory: **95-97 VAN DAM STREET, NEW YORK**

FURNITURE NEWS

(By Special Correspondence.)

Batesville, Ind.

Among the recent incorporations at Batesville, Ind., is that of the Batesville Cabinet Company, the capital of which is $70,000. The directors of the company are George M. Hillenbrand, J. A. Hillenbrand, and A. W. Romweber.

Birmingham, Ala.

Ray S. McPike, who was for about three years with the Yawman & Erbe Mfg. Company's New York branch, has recently accepted a position with Roberts & Son, commercial stationers, printers and office appliances dealers at Birmingham, Ala., as manager of their office furniture department. Roberts & Company have the exclusive Birmingham agency for the Wabash Cabinet Company's line of wood filling cabinets and supplies; also the General Fireproofing Company's lines of steel cabinets.

* * *

Robert W. Ewing, president of Roberts & Son, commercial stationers, printers and office appliances and equipment dealers of Birmingham, Ala., in September visited various trade centers in the North. Mr. Ewing was picking up ideas for the further development of the office furniture department of his company, which department was recently established.

Davenport, Iowa.

One of the office furniture concerns which has recently started in business is the L. E. Chute Co. of Davenport, Iowa.

Jamestown, N. Y.

The Weber-Knapp Co. has erected a large brick building as an addition to its plant. The improvements will involve new equipment, a new power plant, and new offices.

Kansas City, Mo.

The Yawman & Erbe Mfg. Co., of Rochester, N. Y., has established a new branch at Kansas City, Mo., since the company believes that possibilities for business here are great. F. C. Roach, for many years manager of the company's Washington branch, is in charge of the new office. Mr. Roach has been with the company for more than twelve years and ranks high as a salesman and executive, so that there are few if any men better qualified to build up the new branch organization.

London, England.

Charles Walton, formerly with the Standard Desk Company, has taken up the agency for the Macey goods in Europe. The field is not unexplored since several other manufacturers of goods similar to those of the Macey Company now have London branches. The negotiations between Mr. Walton and the Macey Company of Grand Rapids, Mich., were concluded by O. H. L. Wernicke, president of the company, on his recent trip to Europe. Mr. Walton will handle both the wood and the steel products of the Grand Rapids Company.

New York, N. Y.

About May 1, 1914, the New York office of S. Karpen & Bros. will be moved to the new Hobart building, now under course of construction at Broadway and Thirty-seventh street, New York. The new quarters will provide considerably more space than those at present occupied by the Karpen company.

Syracuse, N. Y.

An increase of $25,000 in the stock of the United States Steel Furniture Co., is now being issued. The company is at present capitalized at $375,000 and the additional capital will be used in building an extension to the company's plant.

Wabash, Ind.

W. G. Kenngott, manager of the office appliance department of William G. Johnson & Company, Pittsburgh, Pa., visited the plant of the Wabash Cabinet Company, Wabash, Ind., during September. He stayed there a week picking up ideas for his department.

* * *

H. C. McPike started in September on a western trip in the interest of The Wabash Cabinet Company which he represents. Mr. McPike is visiting all the principal states in the Canadian Northwest and on the Pacific Coast, south to Los Angeles returning East by way of Salt Lake City, Denver, Omaha, Des Moines, Kansas City and St. Louis.

Washington, D. C.

Murray L. Gifford, who for six of his eight years with the Yawman & Erbe Mfg. Co., Rochester, N. Y., has been assistant manager of the company's Washington branch, has been appointed manager to fill the vacancy caused by the promotion of F. C. Roach.

BLANKS

STEEL ENGRAVED

for stock certificates and bonds are preferred by dealers and investors because they are made like banknotes. They look like money They feel like money. Crisp currency—that's the idea!

"K. B." BLANKS

are the only line of steel engraved blanks made in this manner. Do not confound them with other or lithographed blanks. Stationers and printers should be interested in this proposition. Samples and prices on application

KIHN BROTHERS Bank Note Engravers
99-103 Beekman Street New York

The Belden Handy-Pad

—Makes Phone Talk Permanent

A handy memo pad and pencil rack.
Instantly attached to any desk telephone.
Makes phone notes easy.
Preserves memoranda.
Prevents mistakes.
Gives every telephone a memory.
Pays big returns on small investment.
A modern office necessity, and should be on every telephone.

CONSTRUCTION

Punched steel, finished in black enamel. Powerful clip; takes any sized scratch paper. No punched paper needed. No wheels to turn — no posts to catch. Strong—light — compact — ornamental.

Retail Price 50c, including 4 pads of paper.

Dealers — Stationers — Specialty Men

Our proposition pays you 100% to 150% profit. Get it today.
A dummy telephone for demonstration with your first order of one dozen.

Belden Manufacturing Co.
2303 S. Western Ave. (EXCLUSIVE MAKERS) **Chicago, Ill.**

NEW Cesco CATALOG

NOW READY—SEND FOR IT!!

AN ELABORATE EDITION CHOCK FULL OF USEFUL LOOSE LEAF INFORMATION NEW DEVICES—NEW FORMS—NEW IDEAS

Your Loose Leaf Department is not complete without this big new catalog. Pages measures 8x10½"—the size recommended by the National Catalog Commission. Printed from large, clear type it is the most practical and useful catalog of Loose Leaf ever issued. Its 80 pages are just filled with interesting suggestions and pointers that will make your salesmen experts in Loose Leaf accounting. Chief among the new devices is a clever top ocking post binder that all stationers will soon be selling. Also a new assortment of inexpensive Ledger Outfits to sell from $5.00 to $12.00. But space does not permit mentioning all of the new items, so send for the Catalog and see for yourself. It will gladly be sent on request with full details of dealers' proposition. Send for it *NOW* before you forget.

VISITORS TO NATIONAL STATIONERS' CONVENTION AND NEW YORK BUSINESS SHOW

are cordially invited to stop off and inspect the new Cesco plant. You will enjoy a trip through the factory and incidentally get better acquainted with the Cesco devices.

THE C. E. SHEPPARD CO.

Loose Leaf Devices and Forms

303-311 Hudson Street **NEW YORK, N. Y.**
CHICAGO **PHILADELPHIA** **ATLANTA**

YOU Should Sell

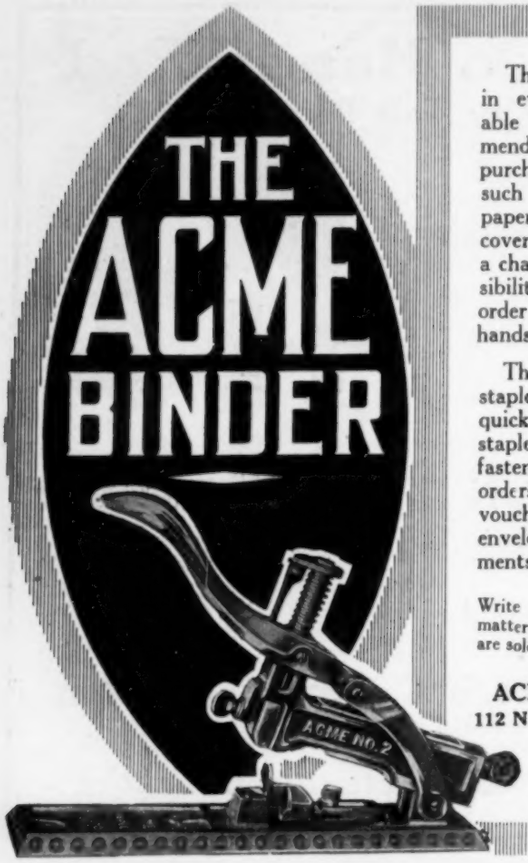
Greir Typewriter Paper

DO YOU?

There are twenty-eight good reasons why you should sell the Greir Typewriter Papers and Manuscript Covers. You can see them in the sample book. We want you to write for it today.

Will you do it?

Greir Typewriter Paper Company
1213 Arch Street
PHILADELPHIA



The Acme Binder finds its place in every business. It has valuable features which readily commend itself to the discriminating purchasing agent. Its versatility is such that it will bind s curely any papers from onion skin to heavy cover stock. The construction is of a character that precludes the possibility of the binder getting out of order from ordinary usage. It is handsome in appearance.

The Acme Binder No. 2 holds fifty staples ready for instant use—a quick press on the lev r and the staple is riveted. It is used for fastening correspondence, binding orders, shop memoranda, job sheets, vouchers, cost and time records, pay envelopes, legal documents, statements, etc.

DEALERS:

Write at once for illustrated descriptive matter and full particulars. Acme Binders are sold by all leading jobbers.

ACME STAPLE CO., LTD.
112 N. 9th St. Camden, N. J.

European Agents:
Progress Typewriter Supply Co., Ltd.,
85 Golden Lane and Hatfield Street,
London, E. C.

OFFICE TABLES

A complete line shown in our new catalog n a way that helps make sales. You will not know how much until you have it. Send for a copy.

LOUIS F. NONNAST SONS
1015 N. HALSTED ST. : : : CHICAGO

LOOSE LEAF NEWS

(By Special Correspondence.)

Brooklyn, N. Y.

In the near future building operations will be begun on a lot measuring 105x100, on Hudson avenue near Front street, where there will be erected for the Boorum & Pease Loose Leaf Book Company a new six-story factory building of concrete. It is expected that the building will cost over $100,000.

* * *

C. J. Dunbar, formerly representative of The Kalamazoo Loose Leaf Binder Company, has formed a connection with the McDonald Ledger and Loose Leaf Company of Chicago. He will serve as manager of agencies and will travel throughout the country calling on the trade and appointing agents.

* * *

Since the reorganization about a year ago of The McDonald Ledger and Loose Leaf Company as successor to The J. S. McDonald Company, the new company has gradually been getting ready to push vigorously for dealer trade and is now looking for dealer agents.

Kalamazoo, Mich.

A decision by Judge Sessions of the United States District Court for the western district of Michigan, on October 5 in the cases of the Kalamazoo Loose Leaf Binder Company against the Proudfit Loose Leaf Company, the matter involving infringement alleged upon two patents, resulted in favor of the plaintiff with regard to several claims. This is said to be the first patent suit which has occurred for some years involving members of the loose leaf field.

Memphis, Tenn.

S. C. Toof & Company, manufacturers of loose leaf supplies and stationery, have recently moved to their new Memphis home, a building of four stories and basement. The facilities are as nearly complete as they could be and provide the best possible working conditions for the entire force—operators, office employes and executives alike. It is interesting to note that the excellent modern printing and stationery plant which the firm occupies is the result of half a century's growth, and contains almost 55,000 square feet of floor space.

San Francisco, Cal.

W. D. McGillivrey, western representative of the Samuel C. Tatum Co., has started on his fall trip. He is now in the Northwest.

* * *

Geo. H. Walcott called on the San Francisco trade recently in the interest of the Irving-Pitt Manufacturing Company.

* * *

Chicago, Ill.

Ralph B. Wilson, president of the C. S. & R. B. Company, and C. R. Fargo, sales manager, are to be among the Chicago representatives at the Springfield convention.

* * *

New York, N. Y.

The New York office of the Kalamazoo Loose Leaf Co. is now under the management of Proctor Redfield who was formerly with the Klopp & Bartlett Co., Omaha, Neb.

* * *

Omaha, Neb.

The employes of the Klopp & Bartlett Co. recently showed their attitude toward Proctor Redfield by tendering him a farewell banquet just before he left for New York where he has become manager of the Kalamazoo Loose Leaf Company,s New York Office.

* * *

Henry C. Sherick, the Cincinnati loose-leaf man, has recently opened a New York office and is now covering his eastern territory with the New York office as headquarters.

San Francisco, Cal.

The Brown & Power Stationery Company has taken the agency for the C. S. & R. B. ring books in San Francisco, and now has exclusive sales rights on these goods.

Spokane, Wash.

The Shaw & Borden Company, whose stationery and office devices are well known all over the Northwest and who do a mail business through the entire West, are settling down to a new era of prosperity in their new $225,000 building. The building has four stories and basement and its floor space amounts to about 54,000 square feet.

Roll Top Desks Flat Top Desks

No. 42

Typewriter Desks Standing Desks

Catalog on Request.

Bentley & Gerwig Furniture Co. Parkersburg, W. Va.

The Perfect Filing Envelope

You Can Afford to Feature

in your display of filing equipment a device which possesses these points of superiority:

Smooth, Flat Surfaces; Expansibility; Automatic, Instantaneous Adjustment; Durability.

These qualities are descriptive of the

Loft "Auto-Clasp" Envelope

which was invented and is manufactured by a user of filing devices to meet the various needs of users of filing envelopes.

We shall be glad to furnish samples to interested dealers with full details regarding our proposition.

The Loft "Auto-Clasp" Envelope Company
CHEROKEE, IOWA, U. S. A.

The GOLDEN GEM

Portable Adding Machine costs only $10.00

The Golden Gem has been on the market for years and has given complete satisfaction. It will do the work of the average business man as satisfactorily as a higher priced machine. It has a capacity of seven to nine columns—carries and resets to zero automatically—has totals always in sight—dustproof—simple.

ADDS — MULTIPLIES — SUBTRACTS

This machine is portable. It can be folded, placed in the case and carried in your pocket. It gives equal satisfaction whether in the office or on the train.

The Golden Gem is compact—has highly nickeled finish—supplied in pebbled morocco leather case for only $10.00.

DEALERS

Handle this quick selling Business Necessity. Thousands of these machines are now in active use and the demand for them never diminishes.

Address O. A. GANCHER
Automatic Adding Machine Co.
148 Duane St. :: New York

Handy for the Desk

A CONVENIENT ASSORTMENT OF

Dennison Adhesives

ADHESIVE OUTFIT NO. 11
Price 25 cents

With this outfit you have always at hand the **right** adhesive for the work to be done.

Glue - Strong Mucilage - Medium Paste - Mild

For sale by stationers

Dennison Manufacturing Co.
THE TAG MAKERS

BOSTON NEW YORK PHILADELPHIA CHICAGO ST. LOUIS
LONDON BERLIN BUENOS AIRES

FURNISH YOUR OFFICE COMFORTABLY

and conveniently. You owe it to yourself and your business to do it. It will pay you dividends in satisfaction and increased efficiency.

GRAND RAPIDS STOW-DAVIS MICHIGAN

MATCHED OFFICE SUITES

IN OAK AND MAHOGANY

Meet every requirement for office use—attractive appearance, durability and convenience. Most important of all the various pieces match in design, producing a complete and harmonious effect. A variety of styles and prices to select from. Catalog on request.

Stow & Davis Furniture Co., 70 Front Ave., Grand Rapids, Mich.

OMECO

STEEL OFFICE FURNITURE

Have You Investigated

the merits of OMECO Steel Office Furniture? If so, you have no doubt noticed the neat, simple and strong lines which characterize our product.

It has been our aim to manufacture stock desks, tables, filing devices and special equipment in which the workmanship, material and finish are of the highest possible grade.

How well we have succeeded is evidenced by the fact that during the past two years the demand for OMECO Steel Office Furniture has exceeded our expectations and taxed our factory to its utmost capacity.

Our manufacturing facilities have been increased so that we are now prepared to place our agencies with a few more high class dealers.

Catalogue and particulars will be sent on application. Write us.

THE O. M. EDWARDS CO., Inc. - Syracuse, N. Y.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Boston, Mass.

October 8 is the date set for the marriage of Miss Margaret Guild of 10 Pitman street, Providence, R. I., and Fletcher W. Taft, advertising manager for The Carter's Ink Company. The wedding at the First Baptist Church, Providence, will be followed by a reception at the home of the bride's parents, Mr. and Mrs. Clarence Herbert Guild.

Chicago, Ill.

By the time this reaches the trade, W. H. Cox of The Carter's Ink Company's Chicago office, will have welcomed from Europe his mother, Mrs. J. R. Cox, who sailed on September 25 for America.

* * *

R. E. Everwine, vice-president of the Neely & Peacock Co., is on an extended western trip, while the secretary of the company, F. W. Neely, is covering the Pacific coast trade. Both gentlemen report business in a healthy condition. The company's extensive advertising campaign seems to be having effect, for it becomes necessary constantly to open up new agencies in the East, West and South. The cities which have just recently been opened to the "Buckskin" products are Des Moine, Iowa; Denver, Colo.; and Kansas City, Mo.

Des Moines, Iowa.

The Des Moines Stationery Company has taken the exclusive representation of the "Buckskin" products in Des Moines and the surrounding territory.

Denver, Colo.

J. P. Miner has been appointed sales agent for the Neely & Peacock ribbons and carbons in Colorado and surrounding states.

Kansas City, Mo.

The Neely & Peacock Co. has opened up in Kansas City, Mo., a branch office under the management of W. F. Gish.

San Francisco, Cal.

Coast traveler Dearing for Carter's carbon paper, etc., returned to his San Francisco headquarters a short time ago, after an extended trip through the Northwest. J. A. Macauley, representing the same firm, sailed the early part of September on his annual business trip, which takes in Honolulu, Australia, New Zealand, India, China, etc.

* * *

Francis J. W. Henry, manager of the Pacific Coast Specialty Sales Co., which has been conducting an active campaign here for the H. M. Storms Company's carbon papers, is taking a well earned vacation.

* * *

During a recent special sales campaign made by the H. S. Crocker Company (Cunningham, Curtis & Welch) "Whitedge Efficiency" carbon paper was made the subject of a most striking and effective window display. The window was fitted out as an office and contained, in addition, two wax figures—a man standing, dictating, and a woman stenographer seated. Around the office were hung placards emphasizing the advantages of "Whitedge." The display was arranged by the Pacific Coast Specialty Sales Company, the coast agents of the H. M. Storms Company, New York, manufacturers of "Whitedge Efficiency."

LATE LOOSE LEAF NEWS.

Chicago, Ill.

The generally vigorous condition of trade, aided by the Chicago business show, is keeping the H. E. North Company, 108 West Monroe street, busy supplying the demand for the Kalamazoo loose devices, including the Wardy automatic follow-up system. In fact, it has been necessary to increase the company's sales force.

* * *

S. D. Childs & Co., 136 South Clark street, last week had a display of the Irving-Pitt loose leaf goods, featuring the I.-P. loose leaf ledger with an explanation of its advantages.

* * *

Roy J. Simpson is now assisting Harry L. Murdock in taking care of the Chicago trade of the Irving-Pitt Manufacturing Company. The company's Chicago sales rooms at 136 South Clark street, were established so that the local trade might get at a moment's notice any one of the I.-P. loose leaf devices or supplies for them. The Chicago office carries a complete stock, comprising 1,700 items, and not only supplies the nearby trade, but makes shipments to nine neighboring states.

It was planned that on the 11th Frank L. Severance, treasurer; Harry L. Murdock, Chicago manager, and their wives should leave Chicago to represent the Irving-Pitt Manufacturing Company at the Springfield convention.

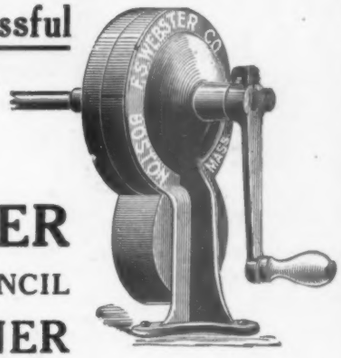
Sell the Successful Mechanical Sharpener

THE

WEBSTER

IMPROVED PENCIL

SHARPENER



AT LAST—the practical mechanical pencil sharpener. Every office needs it.

Tell your customers that a Webster Sharpener not only saves its cost in pencils again and again, but also in the dozens of dollars' worth of labor it saves.

Quick—least turns of handle to sharpen.

Simple—absolutely nothing to get out of order. Permanent—the cutting is done with 39 knives instead of one. These are all on one disk, which is so tempered that they do not get dull quickly. Clean—the dust-proof chamber catches shavings and dust, and is easily removed by a "twist of the wrist."

Write for Selling Proposition Now.

F. S. Webster Co., 338 Congress St., Boston, Mass.

Makers of MultiKopy Carbon Paper

Your Coat of Arms

if you have one, is not of itself likely to be of much value to you on this side of the ocean unless you can back it by something substantial. Actual accomplishments appeal to the American more than mere name and reputation.

Because of what *Crown* typewriter supplies have accomplished and are doing every day under the test of service, the trade in this country has long associated quality and value with the name and trade mark of

Crown, Globe and Pioneer Brands

Typewriter Ribbons and Carbon Papers

They are the sign that your customer is getting the highest value for what he expends. He isn't paying for only a name.

We couldn't begin here to tell you about our products. We want to prove what claims we have to make by placing before you samples and data concerning our proposition to dealers. We assure you you'll not regret dropping us a card to the effect that you are interested. Do it now.

CROWN RIBBON & CARBON MFG. CO.
Rochester, N. Y.

Foreign inquiries solicited.

A NEW TRUSSELL LINE

Cartons of Loose Leaf Memos

Carton No. 1. $5.80 List

16 Books

2 Colors

Red and Black

8 Books end open

8 Books side open

4 different sizes of each

Assorted Rulings

Faint, S. & C. Quad and Blank

Bound in Fine Imitation Watergrain Putting

A LOW-PRICED LINE OF LOOSE LEAF MEMOS
WELL MADE—GOOD LOOKING

Cartons Packed Weigh 4 Lbs. Send for Sample by Parcel Post

TRUSSELL MFG. CO.

4-8 N. CHERRY ST., POUGHKEEPSIE, N. Y.
BRANCH — 106-108 FULTON ST., NEW YORK CITY

NOW-A-DAYS

folks like to know where things are made, how they are made, and why they are made.

Center Shaft Penholders

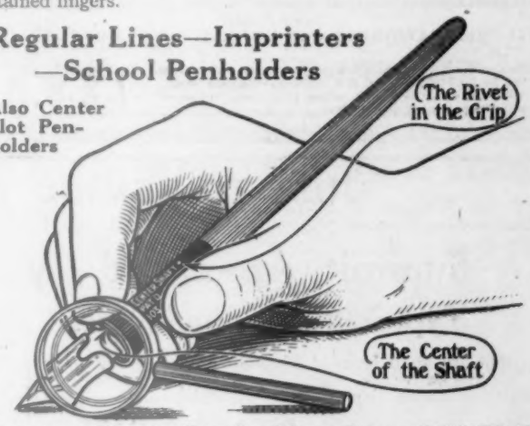
are made in a modern factory. It has lots of windows, steam heat, electricity, gas, running water, and every convenience which might help to make better penholders, or to give better service.

There is a style to please each writer, and our No. 103 Hard Rubber Tip is a splendid example of HOW they are made. The Center Shaft way is to bore a hole through the tip into wood and then RIVET THE TIP ON.

Center Shaft Penholders are made because folks like to have each pen centered, and because the hollow end prevents ink stained fingers.

Regular Lines—Imprinters —School Penholders

Also Center Slot Pen-holders



Center Shaft Penholder Co., HANOVER, PA., U. S. A.

BEEGEE THE PERFECT INK ERASER

Erases Ink As Easily As Rubber Erases Lead

Indorsed by U. S. Government

Used in State and City departments, Banks, etc., and in every civilized country of the globe.

No chemicals, always sharp and ready for use.

BEEGEE CO., 1133 Broadway, New York

Office Tables and Typewriter Stands

No. 2146. Office Table. Plain or Quartered Oak and Birch Mahogany

We manufacture a complete and popular line of medium grade tables at prices that mean sure profits for the dealer. Made in mahogany, birch and oak; or in any special finish desired.

Let us send you illustrated catalog, which shows the line in detail. We also have a catalog showing a handsome line of dining extension tables.

Write for that Catalog now.

H. C. NIEMANN & CO., 1801 N. Rockwell St., Chicago

This Trade Mark every box.

CRANE LADIES' STATIONERY

Sold by All Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the Following Styles and Qualities:

SUPERFINE QUALITY.
In light Blue Boxes, containing ½ ream of Note Paper each, and in separate Boxes ½ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY
In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each; in like Boxes are Envelopes to match.

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Our Papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANES" containing our goods.

Z. & W. M. CRANE, Dalton, Mass.

JUST TO REMIND YOU

of the fact that profit for you and permanent satisfaction for your customers lie in

Summit, Apex, and Cyclo Brands OF Typewriter Ribbons and Carbon Papers

and that we shall be glad to prove our contentions if you will but make the request.

No live dealer ever fails to investigate a proposition which promises permanent profits. There is no reason, is there, why you should not write us immediately?

UNION RIBBON & CARBON COMPANY

Main Office and Factory: Front and Laurel Streets, PHILADELPHIA

Western Office: 417 South Dearborn Street, CHICAGO

DUPLICATING MACHINES

(By Special Correspondence.)

Chicago, Ill.

T. A. Heyer, manufacturer of duplicating machine supplies, has inaugurated a sales campaign directed toward dealers in particular. Special discounts are being offered on the duplicator supplies which the company advertises on another page of this issue of Office Appliances.

Cleveland, Ohio.

Charles M. Lemperly, head of the Business Aid Department, American Multigraph Sales Company, Cleveland, Ohio, committed matrimony on September 20, 1913. His partner in life is said to be a former society belle in Cleveland and a leader in social circles

* * *

Mr. Dunlap, Treasurer, American Multigraph Sales Company, Cleveland, Ohio, is a confirmed fisherman. His favorite haunts are the Lake Nipersing region, from which he is claimed to have taken hundreds of four-pound bass and large quantities of eleven-pound pike. Office Appliances has seen nothing of the fish, but we take Mr. Dunlap's word for quantity and size.

Davenport, Iowa.

The L. E. Chute Company has been appointed agent for the Duplicator Manufacturing Company in the following cities: Rock Island, Moline, Davenport, Muscatine and Clinton.

New York, N. Y.

A fire on Tuesday morning, September 23, damaged the plant of the Neostyle Company in the Roneo building, 117 Leonard street, to the extent of $2,500. Other firms in the building, including the Roneo Company, suffered losses.

* * *

Early in September a daughter was born to Mr. and Mrs. T. H. Hodgkinson of New York. Mr. Hodgkinson is well known to the trade in his capacity as sales manager of The Roneo Company.

Rochester, N. Y.

The Eggers-Adams Company of Rochester, N. Y., will hereafter represent in Rochester and the vicinity the interests of the Commercial Duplicator.

STENCIL MACHINE NEWS.

Jos. A. Hayward, who was formerly connected with the Diagraph Stencil Machine Company, is now the sales manager for the New York branch of the Ideal Stencil Machine Company. Mr. Hayward is a man of ability and has had some valuable experience in the stencil machine field. With his staff of live salesmen and his own unceasing efforts, Mr. Hayward plans to make the Ideal the official stencil machine of New York City.

* * *

F. W. Henze, the new Oregon agent for the Ideal Stencil Machine Company, is well known along the Pacific Coast as a "live wire" in the office appliance line. He has an office in the Lumberman's bldg., in Portland, where he carries a complete line of stencil machines and supplies.

* * *

The Tampa, Florida, territory for the Ideal Stencil Machine is now in the hands of F. H. Wallis who is digging up stencil machine prospects among the tobacco companies at the speed limit.

* * *

Erlanger and Galinger of Manila, P. I., have secured the agency for the Ideal Stencil Machine for the Philippine Islands. There is a good market on the Island and Erlanger and Galinger are pushing the sale of the Ideal from one end to the other.

TWO NEW EASTERN CONCERNS.

Charles Read, Cora J. Read, and Arthur Phelps Marr, all three of 108 Fulton street, New York, N. Y., are the incorporators of The Charles Read Specialty Company, a $100,000 corporation which will engage in the manufacture of pens, pencils, and stationery novelties.

* * *

A capital of $1,500,000 is in back of the General Automatic Meter Company, of Scranton, Pa., a concern which has been incorporated to manufacture adding and calculating machines.

Your Customers

need clear cut correspondence.

The ribbon that gives clean, clear cut impressions adds strength to the correspondence and has a direct bearing on the reputation of the user.

A good grade of carbon paper is necessary for permanent records. Carbon copies that easily blur and will not stand the test of time give the user very little satisfaction.

DU-PRA-BUL TRADE MARK

Ribbons and Carbon Papers

are made for those people who are particular about the appearance of their correspondence. We specialize on the use of excellent materials and our colors are clear and permanent.

DEALERS AND AGENTS are making substantial returns on our line of supplies. The reason is that our first object is to produce an article that will give real service. We do not sacrifice quality or workmanship for price.

Write for proposition today. We can show you a special offer which will enable you to make substantial profits in the ribbon and carbon business.

Republic - Dodge Mfg. Co.
Pearl and Prospect Streets
BROOKLYN, N. Y.

IN and OUT

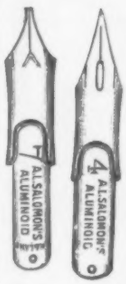
Size 15 in. x 26 in.

AN indispensable tabulator for office use. This sign shows whether an office man has left the place or is somewhere in the building. Especially useful for large offices and offices in large factories. Salesmen on the floor of wholesale houses. Keeping track of delivery wagons, etc. Made of oak, and polished, with names on brass plates in black letters. Several hundred in use.

Satisfaction Guaranteed

IN & OUT SIGN COMPANY
PORT CHESTER, N. Y.

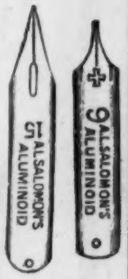
Reliable Agents and Brokers Wanted



You'll Never Know

What comfort in writing is,
Until You've Tried

ALUMINOID PENS

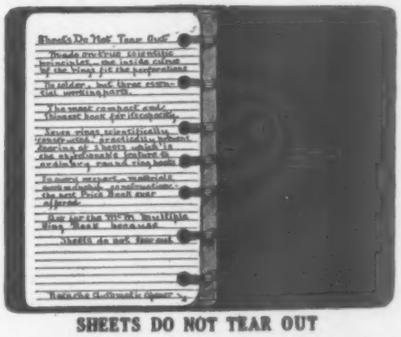


Samples sent upon application.

A. L. SALOMON & CO., Makers, 345-347 Broadway, New York

McM MULTIPLE-RING PRICE BOOK

Sheets Do Not Tear Out



SHEETS DO NOT TEAR OUT

Seven rings scientifically made
Automatic openers for rings
1-8" thinner than other books
Cost no more than the old kind

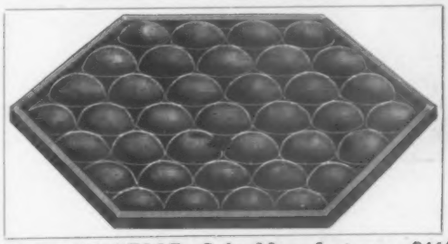
OVER 350 STOCK SIZES AND STYLES

*Does a book which corrects the trouble you have had—**sheets tearing out**—appeal to you?*

Dealers should provide this book. It corrects trouble and broadens the field for Ring Book uses.

McMILLAN BOOK CO., Syracuse, New York

"Presto" Coin Mats Save Time—Avoid Trouble



INVALUABLE for the store, office, counter, or paymaster's or teller's window.

MADE of best grade gum rubber. Never slips, cracks, hardens, or loses its life. Cups adhere to any smooth surface. No prongs or ribs to break or be pulled off. Coins easily picked up from any part of mat.

RETAIL PRICE 60c POST PAID

STATIONERS, write today for literature and attractive discount in quantities.

H. H. HELLESOE, Sole Manufacturer, 2444 Ainslie Street, CHICAGO, ILLINOIS

No Food For Fire

Here is fire equipment that not only will not burn, but acts as a fire retardant, protecting your valuable records and correspondence.

Berger Steel Filing Cases

The Armor Plate of Modern Business

are made with a double steel wall construction, which gives them advantages that the ordinary single wall case cannot possess.

There is 25 years of manufacturing experience in every Berger case.

Write today for catalog.

The Berger Mfg. Co.. Canton, Ohio

Agencies in all Principal Cities.

Eastern Display Rooms
11th Ave. and 22nd St.,
New York, N. Y.

1034 Washington Ave.,
PHILADELPHIA, PA.

New England Display Rooms
286 Devonshire St.,
Boston Mass.

TERRELL'S STEEL CUPBOARD

Makes Your Office Papers Fire and Theft-Proof

Office and factory supplies demand safeguarding as a part of your working capital. By keeping your records, papers and all inflammable articles of value in a Terrell's Steel Cupboard, you can feel safe against any emergency, for it protects your smaller valuables as securely and efficiently as a watchman does your vault.

Shelves and spacing according to requirements. Baked enamel finish—black, olive green or maroon.

Dealers will find their profits on this line assured by a steady demand.

TERRELL'S EQUIPMENT CO., **Hilton Street Grand Rapids, Mich.**

The ADDING MACHINE

(By Special Correspondence.)

Asheville, N. C.

The Mays Accounting Machine Company is the name of a corporation which has been formed to market a new type of adding machine, the invention of James F. Mays, who was for a number of years chief accountant for the Tennessee Coal & Iron Company. One ofe the unique features of the new device is that it may be attached to the ordinary typewriter, its keys being used in the operation of the adding machine. The executive end of the business will be managed by Dr. Philip R. Moale and several other business men of Asheville, N. C.

Baltimore, Md.

Edward J. Manning, Hartford, Conn., who perhaps is as well known as any one man in the typewriter and kindred fields, has associated himself in an advisory capacity with the Austin Adding Machine Co., of Baltimore. Mr. Manning has spent sometime at the Austin plant investigating the manufacturing end of the business and in his capacity as efficiency engineer will introduce in the near future a number of changes both for the betterment of the product and for increased production. Mr. Manning's ability in this direction is such that this connection is an assurance that both results will be accomplished and interesting developments may be looked for.

* * *

Chicago, Ill.

Users of the Barrett adding machine will be interested to know that the growth of the Barrett Adding Machine Company's business has necessitated the establishment of general western offices in the People's Gas building, where there is maintained for the benefit of customers a service department in charge of E. S. Harter. The company's telephone number is Randolph 5688 which does not appear in the directory in current use.

* * *

L. E. Hart has been added to the Chicago sales force of the Barrett Adding Machine Company.

Joplin, Mo.

L. E. Hooker, who has for a number of years been on the sales force of the Burroughs Adding Machine Company, has been appointed as manager of the new branch which the company has established at Joplin, Mo.

Milwaukee, Wis.

The Barrett Adding Machine Company recently appointed as Milwaukee district manager, Fowler Barrett, a nephew of E. E. Fowler, the company's Boston manager. Mr. Fowler needs no introduction to the office appliances trade. Reports from his nephew indicate that doing big things runs in the family. Mr. Parrott, before going to Milwaukee, was for two years in the Boston office of the Barrett.

St. Louis, Mo.

J. C. Moon, president of the Moon-Hopkins Billing Machine Company, St. Louis, Mo., recently returned from a ten weeks' European trip through England, France, Germany, and Switzerland. The trip was mainly for business purposes and covered the principal centers of the above mentioned countries.

Wilkes-Barre, Pa.

The Adder Machine Company, Wilkes-Barre, Pa., makers of the Wales Visible Adding Machine, reports a steadily growing business, which is indicated by additions to the factory. These include enlarging and improving the offices and the erection of a large brick and steel stock room addition.

Windsor, Canada.

The Burroughs Adding Machine Company, of Detroit, has established at Windsor, Ontario, a branch which will hereafter be the point from which the Burroughs machines will be distributed throughout Canada. The new branch will be completely equipped with parts for assembling and shipping to Canadian territory.

DEATH OF L. I. SNYDER.

With great regret The Carter's Ink Company reports the death of Louis I. Snyder, for the last four years in the employ of the company, the greater part of the time as manager of its Montreal branch. "Lou" Snyder was born in 1872. His experiences in the stationery and allied trades field have been marked by continued progress in capacity both for work and for making friends. The immediate cause of Mr. Snyder's death on Tuesday, September 9, was appendicitis. An operation performed by Dr. C. N. Smith at the Flower Hospital, Toledo, Ohio, failed to save Mr. Snyder's life. Among others who attended his funeral on Friday, September 12, at Perrysburg, Ohio, was Richard B. Carter, president of The Carter's Ink Company. Mr. and Mrs. Snyder were married only two years ago.

The Law of Inertia

holds true in the commercial world just as surely as in the realm of physics. It takes energy and effort to start something going. And if, after that, you want to stop it you'll have to expend an equal amount of energy.

Are you one of those dealers who, perhaps from lack of time, perhaps from inertia, have failed to investigate what possibilities there are for you in

World and Tuxedo Brands

of

Ribbons and Carbon Papers

Then you are the man whom we desire particularly to interest in this advertisement. You know that to achieve anything worth while requires effort. And we know we have something worth your while. Considering that the end in view is a highly profitable business for you, and that the amount of energy necessary to get started is so small, we'll be surprised if we don't receive your letterhead with the request for samples and for special agency terms. And, once interested, we know you won't want to stop.

International Carbon Paper Company

206 Broadway, New York, N.Y. — 17 Quincy St., Chicago, Ill.

Business Progress and St. Johns Tables go hand in hand, the one is always a sign of the other

Wherever St. Johns Tables are—there is Business Progression. Wherever there is Business Progression there is a St. Johns table. Leaders in every profession acknowledge their superiority. In the Directors' type, St. Johns Tables are superb. Their construction the very zenith of efficiency all the way through. Their materials, none better. Dealers everywhere are cleaning up big profits on this line. Why not you?

Send for a Catalog today and find out why the biggest table company in the world can offer better tables for less money than other manufacturers—"there's a reason."

St. Johns Table Company
Cadillac, Michigan

No. 1900—6W

"The Chair That Feels as Good as It Looks"

The Man At the Desk

knows that few things contribute more to **Efficiency** than a comfortable chair—such as, for instance, that shown in the cut, or any one of the broad line we are prepared to furnish you. All are ornaments first to your store and then to your customer's office.

We can't begin in this space to tell you about our proposition for dealers. Our catalogue is written for that purpose. A word from you brings the catalogue.

S. K. PIERCE & SON

Station "A" — Gardner, Mass., U. S. A.

New York Warehouse—273-281 State St., Brooklyn
Boston Warehouse—96-102 Cross Street

Increased Efficiency

Saving time is the one sure way to increase the efficiency of office or factory. And the one sure way to save time is to use

The Dictograph

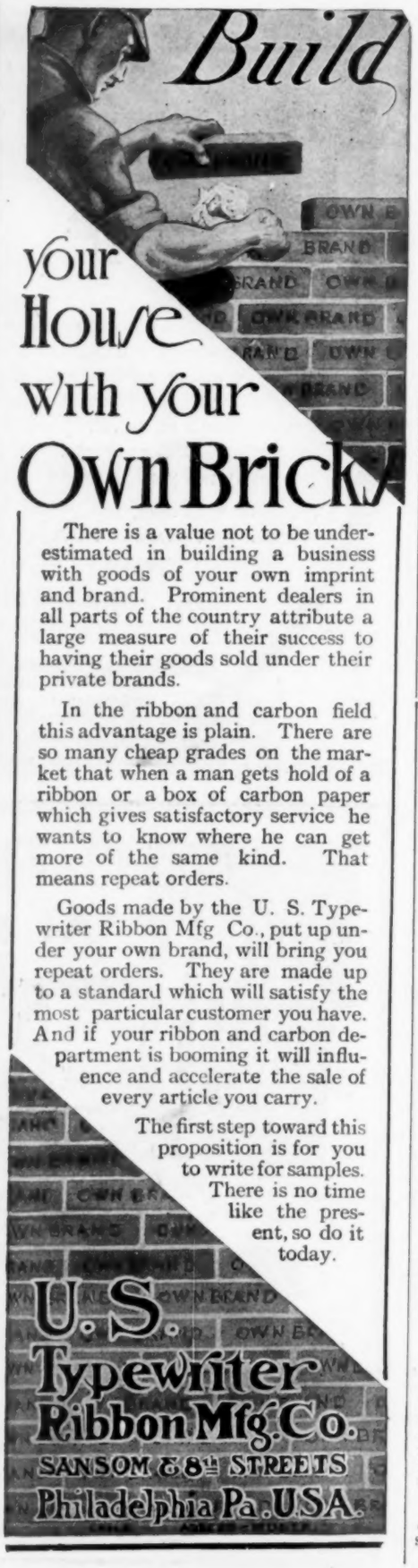
This wonderful invention eliminates distance and brings together your entire organization. With it you can talk to any employe anywhere in office or factory without leaving your desk. You can dictate letters to your stenographer located anywhere without having her come to your office. You simply press a key on the *Dictograph,* remain in a natural position and speak in an ordinary tone of voice. No attachments to handle—your hands are perfectly free. You make your own connections in a second.

Full details upon request.

The General Acoustic Co.

220 W. 42d St., N. Y.

Offices Everywhere.



The Typewriter

(By Special Correspondence.)

Allentown, Pa.

The local office of the Remington Typewriter Company has moved to 832 Hamilton street. This gives them a splendid main street location with facilities for handling their rapidly increasing business. They were literally evicted from their former quarters—not by the landlord, but by increasing business.

* * *

If records count for anything, the appointment of W. W. Walter as district manager for the Remington in this town is going to result in a further increase in Remington business. Mr. Walter has been doing exceptionally fine work with the Remington line, and previous to his employment by the Remington was one of the crack salesmen of the Smith Premier.

Birmingham, Ala.

The new manager for the Remington in this city, E. F. Keplinger, is on the job and is becoming popular with the typewriter users of this territory. Mr. Keplinger has worked the Charlotte, N. C., field for so long that he is well known as a southern typewriter man, and he is pushing the Remington cause just as strenuously in his new and larger field.

Charlotte, N. C.

J. G. Harris, formerly of Brooklyn, has been appointed a local and suburban salesman at the Remington office in Charlotte. Among his other accomplishments, Mr. Harris is a singer of note, and is a prominent member of the choir in one of the leading Charlotte churches. Mr. Harris should be a good man to sing the praises of the Remington.

* * *

All of the Charlotte friends of Edward T. Shepard, former city salesman for the Remington, were glad to hear of his promotion to the managership of the Remington Typewriter branch in this city. Shepard is an enthusiastic, energetic worker, and is well liked wherever he is known, and that is throughout the entire business section of Charlotte and vicinity.

Chicago, Illinois.

A. D. Coe, sales manager of the Neidig Typewriter Company, 110 S. Dearborn street, Chicago, recently returned from a two weeks' Eastern trip where he closed several very important selling agencies with prominent concerns in New York, Washington, Philadelphia and Boston.

Columbus, Ohio.

One new Remington salesman at Columbus is S. S. Tisdale, formerly manager for the Postal Telegraph Company in this city. Mr. Tisdale is active and aggressive, and seems to have all the qualities that go to make a good Remington typewriter man.

* * *

F. C. Shilling, who formerly sold typewriters in West Virginia, has been employed by the Remington Typewriter Company office in this city, to cover a country territory. Mr. Schilling's first call resulted in a billing machine sale—a good augury for his future work with the Remington.

Chicago, Ill.

Edw. J. Goldblatt, salesman for the Royal Typewriter Co., is still keeping up his machine-a-day pace. He repeated again in September. This makes it the sixth consecutive month that he received the "repeat bar," one for every month that he was with the company. To average a machine-a-day during the summer months is generally considered pretty good business, but several times Goldblatt passed the two-machines-a-day mark.

Denver, Colo.

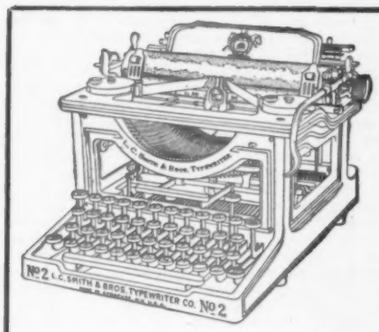
G. E. Hancock, the new manager of the Remington typewriter office of this city, came back from the recent Remington convention with a fund of enthusiasm which he proceeded to distribute among the office staff. Mr. Hancock is no newcomer to the Denver territory, and has lost no time in getting back in the harness again.

Des Moines, Iowa.

H. F. Moulton, formerly a city salesman for the Remington in Chicago, who has been sent to this city to take charge of the local branch office of the Remington, is doing splendid work, in conjunction with the local sales force, and is making a good name for himself throughout the city. Mr. Moulton has had a wide experience as a typewriter man, and now is putting his knowledge to splendid use in forwarding the sales of the Remington line in the Des Moines field.

Greenville, O.

The Dorman Grocery at Greenville, Ohio, bears the distinction of being the oldest grocery in the United States operated in one and the same room since



DEALERS

Just received a very large and choice lot of L. C. Smith's, offering them at special summer prices. *Place your orders early*

We have a fine assortment of all makes

Typewriters in the rough, guaranteed complete as to parts and in good running condition

Send for Price Lists

YOUNG T. W. CO., 62 W. Madison St., CHICAGO

ACTUAL SIZE

AZORA Air Cushions

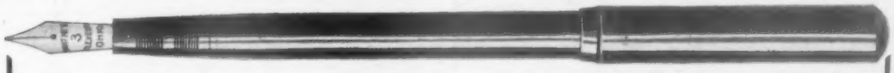
VACUUM CAVITIES

For Typewriter Feet

Stop the racket. Save the machine. Reduce repair bills.
High grade live rubber. Big proposition for agents.

Buy at Factory Prices Direct from Manufacturer

AZORA RUBBER CO. 171 N. Green Street, CHICAGO



Whitney Fountain Pens always write right because they are always made right. Simple, scientific construction, the best obtainable materials and accurate modern machinery operated by experienced workmen are responsible for making Whitney Fountain Pens the recognised standard of perfection which they represent today.

There is no skimping in quality or materials, no guesswork, no poorly made parts or careless adjusting. That's why no other fountain pen made can compare with the Whitney in quality, durability and efficiency.

Every Whitney is rigidly inspected and thoroughly tested—and must be pen-perfect before it leaves the factory. That's why the purchaser of a Whitney is sure of getting a pen that will never leak, blot, skip, scratch or fail to write right. That's why we can guarantee the Whitney for one year.

There are many models, styles and sizes—with any kind of pen point desired—at prices from $2.00-up. Pen No. 3 (illustrated) at $2.00 is worth many times the price. Order one today and see for yourself. *Catalog Free.*

Reliable dealers wanted everywhere. An interesting proposition for those who write quick for details.

THE WHITNEY-RICHARDS CO., 237 West Superior Ave., CLEVELAND, OHIO

Glass Tops

OFFICE

Keep important records where you can find them—where you can refer to them at a glance. A glass top on your desk enables you to have your appointment sheet, price-lists, salesmen's schedules, maps, discount tables, etc., constantly before you—clean and unrumpled. Invaluable where business is done over the phone.

STORE

Glass tops are the ideal covering for store counters. First: They keep the woodwork free from dirt and scratches. Give the store a neat and clean appearance—are absolutely sanitary. Glass does not absorb liquids like wood. No musty smelling counters. Always clean and fresh.

HOME

Put a glass top on your dresser or chiffonier and you'll wonder how you ever did without one. Easily cleaned and a protection to the woodwork.

Tell us now the size cover you need. Let us quote you a low price on glass tops—for desk, counter or dresser. WRITE TODAY. *Dealers find this a profitable line to carry.*

Chicago Mirror & Art Glass Co., 223 N. Clinton St., Chicago

Less Typewriter Racket—

Grady's Rubber Feet are Shock Absorbers—Noise Reducers—Speed Accelerators.

Sell a set of these Rubber Feet and a Typewriter sale walks in over the same path. Dealers, write for territory. Illustration gives the address.

and More Speed

THE "SATELLITE" TYPEWRITER STAND

DEALERS

There Are Big Profits in This Business for You

As an illustration, The Larkin Company, of Buffalo, placed their initial order for only two "Satellite" stands. A few months later they placed orders for nine. In another month or two they ordered 100. They are now using 330 "Satellite" stands.

THE REASON

The "SATELLITE" Adjustable Stand increases the efficiency of typewriter and operator 100 per cent.

A typewriter on a "Satellite" stand can be placed in position best suited to the operator. The stands can be easily moved at will to get the best results from lighting and other conditions. When the machine is not in use it can be pushed aside, thus allowing use of all parts of the desk for other purposes.

The "Satellite" Adjustable Stands are made of metal and are practically indestructible.

We make strong claims for the "Satellite," but we can prove them. We know what it will do. The stands have been demonstrated in thousands of offices and have made good every claim. Many of the largest concerns in the country have placed trial orders for "Satellite" stands and followed them with repeat orders for larger quantities, just as the Larkin Company did.

Any dealer who will take hold of this line and push it intelligently and vigorously will find this one of the best sellers and profit makers he has ever handled.

WRITE FOR OUR PROPOSITION

Adjustable Table Co.
Mt. Vernon Ave. & G.R. & I.R.R.
Grand Rapids, Mich., U.S.A.

STOCK CERTIFICATES AND BOND FORMS

S. & B. lines are original and embrace a large variety of forms and sizes. Lithographed on extra quality bond paper.

Every commercial stationer and printer should have our complete line of samples on hand. Sent free upon request.

The Largest and Most Complete Lines Made of New Forms

Black Lithographic Company

Walter H. Furlong, Gen'l. Manager

200 William St., NEW YORK 209 S. State St., CHICAGO

NEED
SIGNS
for your dealers
or
NAME-PLATES
for your products?
Write
THE MEYERCORD COMPANY
DECALCOMANIA
CHICAGO

FINE GOLD PENS

Pens for fountain pens and imprint work a specialty.
EXPORT TRADE DESIRED.

Manufactured by
ACME GOLD PEN CO.
ESTABLISHED 1884
35 Ann Street, New York

PINS

YOU CAN
STAND PAT
IF YOU BUY
PINS OF US
CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN

founded. The business was founded in 1850 by the elder Dorman and is now managed by Z. T. Dorman. Sixty-three years at the same old stand is a long time for any business, and it only shows the wonderful perseverance of the Dorman family, as they have seen the "coming and going" of many other grocery stores in Greenville, only to prove more fully their own capability to keep abreast with, and even ahead of, the times. Z. T. Dorman is one of the pioneer agents for the Oliver typewriter in the state of Ohio and the same spirit of perseverance that has enabled him to continue so successfully in the grocery business has dominated his typewriter work and, as a result, Greenville may rightfully be termed an "Oliver" town. He has started out in his fall work by making a sales record for September, of which many a town several times the size of Greenville might be proud. Whatever Z. T. undertakes he always carries through to success and he has been able to do this because he never makes a statement or a claim that he cannot "back up" in every respect.

Milwaukee, Wis.

David Goldblatt, formerly manager of the Royal office at Sacramento, Cal., has been promoted to the position of manager of the Milwaukee branch. Goldblatt has made a remarkable showing out West, and great things are expected of him in his new office.

Montreal, Canada.

M. Marcelot of the Montreal city sales staff of the Remington has just returned from a visit to his relatives in France. Vacations do not usually carry Remington men so far afield, but Mr. Marcelot found the typewriter trade in France in a condition that made his Remington spirit happy.

Newark, N. J.

One of the Remington typewriter salesmen in New Jersey, by name Ethan Allen, has the true brand of Continental Remington spirit. He spent his vacation, recently, right in the harness. Mr. Kennedy, the Remington manager at Newark, noticed that Allen was still going it strong when he should have been hunting the grizzly, and asked for an explanation. "I find the going so strong," said Allen, "on my territory that I am going to stick to the job while the going is good. I can take a vacation any time." From the results of Mr. Allen's work it would seem that he made a wise choice.

* * *

T. J. Driscoll, until recently identified with a leading listing and adding machine company, has been employed by the Remington Typewriter Company in this city to handle the Wahl Adding Machine. Mr. Driscoll has a fund of experience both in selling and system of work, and the way in which he has taken hold of typewriter work in Newark points him out as a winner.

New York, N. Y.

Silas W. Crandall, of the Remington Typewriter Company, has just passed the 30-year mark in his service under the Red Seal. Mr. Crandall is the "original" typewriter branch office manager, having been employed in the early days of Wyckoff, Seamans and Benedict to manage their Chicago branch. During his term as manager of the Remington office in Chicago, he brought out numbers of men who have since made their own mark in the typewriter business.

Paterson, N. J.

Mr. Lyons, of the Remington Typewriter sub-office in Paterson, is one of the Remington fighters. He has recently been selling large numbers of machines to the business schools of his territory, and some of the deals were closed in particularly strong competition. Mr. Lyons is one of the men who believes that school sales show the trend of general business. It is true in his case and so he gets after all the business in sight.

Philadelphia, Pa.

H. B. Engel, of the Remington office in Philadelphia, covers Bucks county. He is one of the salesmen who believe in keeping on the job and getting the orders—and as a result of his persistence he is turning over a big sheaf of sales each month. A recent sale of two machines to the County Commission was closed after all competing salesmen had left town in despair.

Salina, Kansas.

H. W. Brooks, a brother of C. H. Brooks of the Abilene, Kansas, territory of the Remington Typewriter Company, has recently been appointed to the Salina territory for the same machine. Mr. Brooks is a former telegraph operator, and in the three months that he has been working for the Remington, he has made an enviable record for himself.

Salt Lake City, Utah.

A. L. Bennett, the popular Remington typewriter man who assumed charge of the Salt Lake office of the Remington upon the departure of the former manager, G. E. Hancock, for Denver, is developing.

Without Leaving Your Desk

you can dictate letters to your stenographer, give orders or instructions to employes in any part of office or building, give callers personal attention without admitting them to your office and take part in a meeting held anywhere in the building—that is if you use

The Dictograph

There are no attachments to handle, you make your own connections in a second, you remain in a natural position and speak in an ordinary tone of voice.

Detailed information upon request.

The General Acoustic Co.

220 W. 42d St., New York

Offices Everywhere.

Do You Know the Reputation of the

Silent Salesman
TRADE MARK

If you were to investigate around the country and see merchants who have been in business for years you would find that they were nearly all familiar with *Silent Salesman* Show Cases.

The old gray-haired merchants say "The Silent Salesman was the first *good* show case built, it led the way for modern display."

Old merchants are modern buyers of our show cases, and you can bet these wise old merchants are spending their money where they know they will get the best return for it.

This is just one of the *Silent Salesman* line—it's the moderate priced case, our No. 60. Wood frame, plate glass throughout, plate glass shelves, mirror doors. A work of beauty and of strength.

Sit down *now* and write for catalog.

Detroit Show Case Co.

486 West Fort St., Detroit, Mich.

PATENTS

Trademarks and Copyrights

Send your business direct to Washington. Saves time and insures better service.

Personal Attention Guaranteed
25 Years' Active Practice

Specialty:—Typewriting and Adding Machines

Address E. G. SIGGERS

Suite 32, N. U. Bldg., Washington, D. C.

Booth FELT MATS

mean substantial economy in typewriters, adding machines and other office appliances, including office furniture. They deaden noise, eliminate destructive vibration, protect furniture from scratches, facilitate moving of machines on the desks.

Dealers: These mats are especially adapted to the office supply trade. Write us at once for further information.

N. E. BOOTH

644 PACIFIC STREET, BROOKLYN, N. Y.

VISIBLE TYPEWRITERS

Rough — Refinished Rough — Rebuilt

UNDERWOODS—Our Specialty.

Also Large Stocks of

L. C. Smiths . . . . Remingtons
Olivers . . . . . Smith Premiers

All in good condition—ready for immediate shipment.

We call special attention to our new process REFINISHED ROUGH machines. For dealers who make their own repairs and adjustments, but want only stock in the best condition and appearance. Our refinished machines are quickly and easily put in salable shape. Good money to be made handling them. **Try one or two and be convinced.**

Dealers—Stationers—Specialty Men send today for October stock sheets and attractive prices.

TYPEWRITER EMPORIUM

(Largest Independent Dealers in the World)

30-32 W. LAKE ST. **Established 1892** **CHICAGO, ILL.**

IMPERIAL DESK CO.

"Made to fit the name"

"A guarantee of increased sales and larger profits"

Desk No. 353

Sample orders promply executed

None too large
None too small

Catalogue illustrating our large and complete line on request.

IMPERIAL DESK CO., Evansville, Indiana
EXPORT OFFICE — 25 Whitehall St. — NEW YORK, N. Y.

Wagemaker

"Stands for Quality"

OUR line has a large assortment of the Upright Style of Filing Cabinets.

You can buy our Upright Cabinets no matter what Horizontal Sections you have. **We** want to get started with **you. Try them.**

The Cabinets may have different combinations of drawers such as Card Index, Document Files, Legal Blanks, Storage, Cupboards and the Vertical Files.

THE MOST PERFECTLY CONSTRUCTED FILE ON THE MARKET

Six Cabinets and Six Sanitary Bases

An **all** quarter-sawed oak Cabinet with Sanitary Base and semi-roller bearing side extension slides at a remarkably **low** price.

Order a sample. They sell themselves.

There are **no** detachable ends in **our** Cabinets to bother with.

We make three lines of Horizontal Sections and also manufacture Record Cards, Index Guides and Folders Send for our complete catalog.

Manufactured by

WAGEMAKER COMPANY, Grand Rapids, Mich., U. S. A.

in his new position, the same qualities which distinguished his work as salesman.

Savannah, Ga.

Irving G. Blauvelt, a former Remington typewriter soldier of splendid record, has re-enlisted under the banner of the Red Seal. Mr. Blauvelt used to sell Remingtons in Newark, N. J., and did sell them. Then he left to enter the employ of the Street Railways Advertising Company. He has now been placed in charge of the Savannah sub-office of the Remington, under their Atlanta branch.

Syracuse, N. Y.

The Remington Foremen's Club of Syracuse is extending appreciation to Fred. J. Miller, who recently presented them with a complete kitchen and dining room equipment. The old saying is, "The surest way to a man's heart is. through his stomach."

* * *

The University Typewriter Exchange, located at 436 University building, report a good September business. Besides handling all makes of remanufactured machine, they also have the agency for the Corona typewriter which they are pushing in and around Syracuse.

* * *

L. C. Marsden, formerly sales manager of the Underwood Typewriter Company, has resigned his position and is now connected with the L. C. Smith & Bros. Typewriter Co. looking after the city territory.

* * *

W. L. Morse, who has been with the Smith Premier for the past nine years is now sales manager of the Underwood Typewriter Company, Syracuse branch at 474 South Salina street.

* * *

S. L. Maxon, sales manager of the Remington Typewriter Company, is a busy man, having increased his sales force the past month. September has been a good month, with prospects fine for October.

* * *

Burns Lyman Smith is a firm believer in real estate. He has just closed in New York a realty deal involving more than $1,000,000. The main part of the transaction was the exchange of an equity in a tract of land on the Palisades, originally owned by the late L. C. Smith, for the equity in the Mutual Life building at Buffalo. The Buffalo building is a twelve story structure located in the heart of the city. It contains six stores on the first floor and 125 offices on the upper floors.

* * *

The typewriter business shows a great improvement the past month, orders have been coming in at the different factories faster than the output. American trade has picked up wonderfully, while the foreign trade shows a steady increase. It is expected that the factories will be working nights soon, already some of the departments have been obliged to work overtime to get out the required parts.

Paris, Ky.

John A. Bower, the hustling agent for the Oliver typewriter in Bourbon county, Kentucky, has just completed arrangements with one of the down-town stores in Paris for a permanent window display of the Oliver typewriter and supplies. Mr. Bower has been representing the Oliver in Paris for the past ten or twelve years and as a result of his efforts the Oliver is the most prominent machine used in this section.

WANTS AMERICAN DUPLICATORS.

No. 11759. Duplicating Machines. The use of duplicating machines in business houses and printing establishments in a European country is becoming more general, and it appears that there is a demand for duplicating machines of greater capacity than those which are at present on the market. Several news agencies desire machines operated by electricity which are capable of making about 10,000 copies an hour. If such a machine can be supplied, there are great possibilities for sales. An American consular officer furnishes the name of a person who desires to correspond with manufacturers of duplicating machines which are not at present on the local market.

The Stenotype Reader is the title of a 128-page book recently issued by The Stenotype Company of Indianapolis, Indiana. The book is written by W. S. Ireland, A. B., president of The Stenotype Company and inventor of the machine. The work was written with two objects in view, one to furnish reading practice for the student of Stenotypy, and the other to afford an opportunity to those desirous of obtaining a reading knowledge for the purpose of transcribing stenotype notes, to learn the art of reading only. The book is well written and is admirably adapted to accomplish its purpose. It is divided into lessons, of which it contains twelve, with abundant reading exercises for students to practice upon.

When selecting a staple article which you intend to handle extreme care must be exercised to secure goods that will satisfy your customers. The article should be subjected to inspection and criticism as strict as you would use in buying a house.

INDELIBA RIBBONS and CARBONS

are made to stand such tests. We welcome opportunities to demonstrate the merits of Indeliba quality.

Indeliba Hard Finish Carbon Paper is made for particular trade. It is a favorite with progressive business men.

Indeliba Bichrome and Trichrome Ribbons are made in all standard colors, and for every make of machine.

Indeliba goods run true to their respective grade. The colors are clear. All materials used measure up to a standard above the ordinary.

Write us for samples and prices. Put our goods to the test.

Indeliba Mfg. Co.
Rochester, N. Y.

The Latest Novelty
—IN—
Loose Leaf Memo Books

The "MIDGET" REMINDER

Display box contains **12** fine leather bound books in assorted colors, size 3x2.

Each book contains faint ruled filler, gilt edge.

Just the Book for the Vest Pocket.
Just the Book for the Lady's Handbag.

Place a box on your counter. The books will sell themselves.

BOORUM & PEASE LOOSE LEAF BOOK CO.

109-111 Leonard Street
NEW YORK

4000-4002 Laclede Avenue
ST. LOUIS, MO.

JAPAN MANIFOLD

The Perfect Manifold Copy Paper

Made from Pure Mitschfibre Superfine

Japan Folio is our new sheet that we have developed especially for use in making carbon copies of letters.

You have heretofore probably used french olio or railroad writing, both good papers, but not especially adapted to this particula use.

We used both in our own office and found from experience their short-comings.

We began experimenting and kept on experimenting until at last we found how to make the perfect carbon copy sheet—**JAPAN FOLIO.**

It is strictly Pure Mitschfibre, a cellulose fibre produced by our special chemical formula which invests it with the greatest strength producing and back-bone giving qualities known in the paper world.

Exceptionally light weight, but stiff enough to support itself upright in a vertical file.

A specially rough texture on one side, takes the carbon perfectly—no blur—no smut—no rub-off.

Made in Gold, Blue, Pink and White, all pleasing colors to use.

A trial of **JAPAN FOLIO** is the only thing that will convince you, and we are willing to stand the expense. Fill out the attached coupon and Parcel Post will bring you enough to satisfy you our claims are honest.

Try **JAPAN FOLIO** once, and we won't have to bother you again.

Give us the one chance to prove things—then be you own judge.

We await the coupon.

DETROIT SULPHITE PULP & PAPER CO.
Makers of Papers of Strength
DETROIT, MICH.

Detroit Sulphite Pulp & Paper Co.
Detroit, Mich.

Please send me test package of Japan Folio advertised in October Office Appliances. Color preferred.....

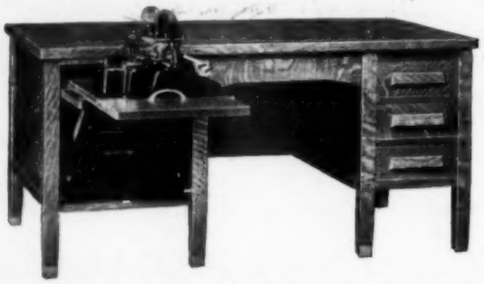
Name.....

Address.....

MOON—the big word in the desk game

IT stands for all that is perfection in OFFICE DESKS. Insures dealers of quick sales, increased business and satisfied customers.
Moon Desks are worth investigating. Ask the man who uses one what he thinks about them. Ten to one he wouldn't have any other.

Complete Moon Catalog mailed on request



Cut illustrates No. 458—An ideal Stenographer Desk—55" and 60" long; 34" wide; 30" high

MOON DESK CO., Muskegon, Mich.

The demand for the

CELINA TYPEWRITER CABINET

is growing rapidly. Shrewd customers quickly appreciate the advantages of a Cabinet that combines practical construction, with elegant appearance. There are many things that recommend the Cabinet—shown here—beyond all others.

A few facts only can be mentioned, namely: Base is made of ¾" steel tubing highly finished and oxidized. There is no opening for dust and dirt.

Cabinet is made of solid Quartered Oak or Birch Mahogany, it can be furnished in any finish desired to harmonize other office furniture.

The moving device is put on the most convenient place, you need not stoop down to reach it.

If you want to know more about Cabinet, write at once for our proposition. It will mean a bigger business for you.

The Celina Specialty Co., Celina, Ohio

NEW YORK FOREIGN DEPT.
17 Battery Place Frederick J. Werner Co.

A Word with the House Organ

Volume 3, No. 4 of Remington Notes is a most interesting and creditable publication. The leading article in the little magazine is entitled "The Panama Paradise," which is a thoughtful article upon the building of the Panama Canal. Some very valuable half-tone illustrations are included. Another interesting article is entitled, "Strength for the Typist," written by M. M. Bunker, head of the physical culture department of Carnegie College, Rogers, Ohio. Practical points in typewriting and several for employers are among other timely articles.

The final article in the book has to do with a Chinese typewriting class, illustrated with a photograph showing the English department of the Y. M. C. A. of Shanghai.

* * *

A recent number of The Efficiency Bulletin, published by the Kalamazoo Loose Leaf Binder Company of Kalamazoo, Michigan, bears a unique cover entitled, "David Harum, Banker, Homeville." The leading article is a talk with salesmen on banks and bankers; in fact, this talk constitutes the entire issue. The article is intended to show in what way bankers should use loose leaf books. It emphasizes the liability ledger feature for the bank's accounting and gives six valuable rules for handling this class of work.

* * *

We welcome volume one, number two, of "The Office Man," "issued occasionally by The Office Supply Co., Wallingford, Conn., Theo. F. Lane, manager." The front page is occupied by a fac-simile typewritten letter which gives in a nut shell the reason for the existence of house organs: "We find it impossible to visit everyone personally and take this method of introducing ourselves, by the help of the printer. In these days, when the buyer buys only on requisition we cannot expect to happen in just at the psychological moment to catch an order. We therefore respectfully ask that our little sheet be placed on file and when the requisition does come in that you give us a chance to quote special net prices." The letter is signed Theo. F. Lane, manager. Then follow descriptions and cuts of the company's various lines.

* * *

Globe-Wernicke Doings for September contains a great deal of interesting matter. The opening message is by O. J. Dreyer, the acting sales manager. Another valuable article is upon the subject—"How to Form a Store Organization." A series of telegrams from dealers all over the United States is reproduced in the center of the book giving in the name optimistic reports with regard to business of the fall. A large number of other articles of interest to dealers follow. Enclosed in the magazine is a booklet calling attention to the Globe-Wernicke Supplement describing in detail the plans of the Globe-Wernicke Company to co-operate with every dealer, in advertising and in other ways.

* * *

The September issue of The "Y and E" Idea is an extremely creditable publication. On the inside cover is a poem entitled, "Our Ninth Birthday," by C. F. Sanborn of the Yawman & Erbe Manufacturing Company's Boston branch. The little poem is as follows:

"Nine years ago,—to System's needy aid—
No blare of horns to sound its lowly birth—
With modest hopes the 'IDEAS' start was made,
And step by step has grown to show its worth.
Today its beacon lights the dusky road
Made dim by rut and custom,—and its days
Made glorious by the helpful seeds it sowed.
Page after page demanding none but praise
For thoughtful hints and counsel, may it live,
And live to grow,—through paths serene or rough—
In System's cause find much to learn and give,
And giving it—find recompense enough."

A new department has been started in The "Y and E" Idea entitled, "This Month's Window Displays." Each month there will be reproduced in this section at least one appropriate and seasonable display. The display shown in the September issue features the Mammoth Vertical File, a "Y and E" cabinet for holding blue prints, drawings, tracings and similar large sheets.

* * *

Saunders & Company of Kansas City, Mo., manufacturers of the Sealograph enveloping sealing devices, have just issued a very beautiful booklet describing the new improved model of the Sealograph and accessories and explaining the advantage of the Sealograph machine in the handling of all kinds of material. The time and labor saved by the use of this machine in handling correspondence, circulars, price lists, catalogs, etc., are fully explained in a manner not only easy to comprehend, but interesting to read. Dealers who handle such articles should write to Saunders & Company for a copy of this new booklet.

YOU WILL KNOW

Absolute Chair Satisfaction When You Know Our Line.

We manufacture a complete line of office chairs backed by over half a century of practical, experience and give the utmost in both quality and style.

All That You Can Ask of a Chair.

The cut shows one of our ideal office chairs made of highest grade selected quartered oak and finished either Golden Oak, Office Oak, Weathered Oak or Early English. Seats put together with Lindermann's wedged dovetailed joint, insuring durability, and equipped with Gilson Mfg. Co.'s chair irons. Standing arm chair to match.

Get our catalogue and price list.

NICHOLS & STONE CO.
Established 1857.
Gardner, Mass.

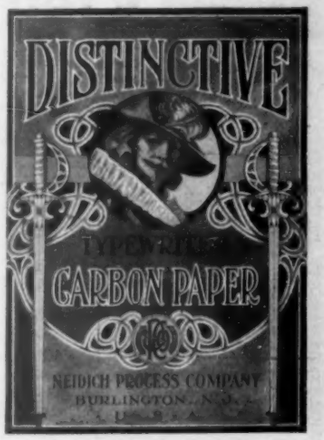
The "Irreducible Minimum" in Production Cost is the big factor placed to your advantage in—

NEIDICH PROCESS CARBONS and RIBBONS

Unique methods produce superior cleanliness, durability, depth of color, and "Absolute Permanency"—i. e., the finest qualities at the lowest prices.

Another factor:

Promptness!



Every *single ribbon* and *sheet of carbon* is backed by our Unreserved *Guarantee*.

You have nothing to lose!

Write us TODAY. We pledge you the attention YOUR CONFIDENCE commands.

Neidich Process Co.
Burlington, New Jersey

BLICKENSDERFER Typewriters

Visible Writing

Light Action

Interchangeable Type

Back-Spacer

NEW No. 8 MODEL

Equipped with DECIMAL TABULATOR for which no charge is made

SEND FOR CATALOG THIRTY-TWO

The Blickensderfer Mfg. Co.
STAMFORD, CONN.

Makes Your Work Easier

By simply turning this easy ball-bearing wheel, the stand is adjustable to any desired height

Adjustable to any height and after easily and quickly and noiselessly moving the Adding Machine on its perfect rollers to any desired place or position, the Stand is held absolutely rigid by simply TRIPPING THIS LITTLE FOOT LEVER.

ADJUSTABLE TABLE CO.
GRAND RAPIDS, MICH.
Also from Adding Machine Agents & Salesmen

Visible Filing

You wouldn't buy an old style typewriter and pay as much or more for it than a visible one would cost you—no. Neither would your customer; then why not show up the visible and automatic expanding feature of

AUTOMATIC FILES

on your sample floor and get in line for the file business that ought to be yours. To show them is to sell them.

We Make All Kinds of Cabinets

UPRIGHT CABINETS
a three to eight drawer sizes with and without detachable end panels.

SECTIONAL CABINETS
Five distinct lines in one, two and three drawer sections, all beautifully done in Quartered Oak and Mahogany.

FLAT TOP FILING DESKS
The pride of the office wherever they are used.

Afico Cabinets, Desks and Transfer Cases have no equal at the prices we ask.

THE AUTO-DESK COMPANION
Our latest creation and a big success. Just what every office man is looking for to enable him to do up his work in less time, pleasantly and satisfactorily.

FILING AND CARD SUPPLIES
The best at lowest prices.

OUR No. 16 CATALOG
tells the complete story and is yours for the asking.

It is one of the things in which the AUTOMATIC EXPANDING feature is fully brought out.

We desire good competent representation Write us today.

An Automatic File Ought to be Visible in Every Office.

The AUTOMATIC FILE & INDEX CO.

Factory and Home Office:
143-153 Pearl Street, Green Bay, Wisconsin
New York Salesroom, 372 Broadway

Why Has The Peerless Moistener Won Its Way to Popularity?

Ask Sears Roebuck, Montgomery Ward, Marshall Field & Co., John M. Smyth and thousands of other firms, (large and small) in this and other countries.

Peerless Moisteners are **standard** wherever mail is handled.
FOR SALE by leading **dealers** everywhere.

Circulars and Prices on Request

Peerless Moistener Company
834 Claremont Avenue **CHICAGO, Ill.**

Standard 75c delivered. Extra Large, diameter 7 inches, $2.85 delivered.

Montgomery Ward have over 300 extra large size in use in their offices.

COOKE'S PATENT TIME STAMP

No. O, PRICE $2.50

For Timing Letters, Telegrams, Orders, Etc.-Eliminates all Questions

This Stamp can be used for FIVE Different Purposes.

There is an opening below the arrow, so that the names can be interchanged, making the one stamp answer for five, such as REC'D ANS'D FILED ENT'D DEL'D

STATIONERS SPECIAL

Placed in a Counter Easel, Packed in Cartons containing Six Stamps each with dates.

Sold by HENRY BAINBRIDGE & CO., 99 William St., NEW YORK
KIMPTON & HAUPT, 130 William St., NEW YORK
FRANK A. WEEKS MFG. CO., 93 John St. NEW YORK

Digest of Foreign Press

CANADA.

Revue Economique Canadienne (Montreal), July-August. One-half the reading matter in this issue is taken up by two articles, one on "The Advanced Commercial Studies and Civil Service" and the other on "The Development of Chemical Fertilizer Industry." The latter article, although a scientific dissertation on the subject, is thoroughly practical and plain. In the shorter articles are embodied many interesting facts under the titles: The Population of the Globe, The Progress of the Decimal System, Competition Between the Panama Canal and the Suez Canal, The Use of Agricultural Machines in Russia, The Earth's Supply of Coal, and many others of equal value.

GERMANY.

Schreibmaschinen-Revue (Berlin), September 10. The leading article of this issue is entitled "Typewriters and Writing Materials in Southern Persia." The article speaks of the important part which Germany plays in the commerce of the East and points out several reasons why she should establish herself in Southern Persia where England at present is ahead of Germany in the volume of typewriter and stationery business done. In addition to the regular articles there are several pages describing recently invented German and American office devices.

* * *

Papier-und-Schreib-Waren Zeitung (Wien - Leipzig), August 22. Although this journal is devoted more particularly to the paper and stationery novelties trade than to office devices, there are in every number contributions which would grace any publication. Such is the front-page article entitled "Salesmen, what they should and what they should not be." The new spirit in commercial life is making itself felt the world over, and Europe is not behind hand in formulating through the press the tendency of business to reject the "caveat emptor" policy as wrong in principle and to sound the new note of co-operation. That is the idea which runs through the article mentioned. Then, there is another item on the man who indiscriminately marks every order which he places "Ship as quickly as possible," "Deliver within three days, otherwise cannot use," etc. If the manufacturer and the dealer have a duty to give the consumer the best possible service, then the man who buys is all the more bound to give more consideration to the man who sells the goods, for the ultimate consumer foots the bill.

* * *

Buero-Bedarf Rundschau (Berlin), Second Export Edition, 1913. The export editions of Buero-Bedarf Rundschau contains several times more matter than the regular numbers. These export numbers are devoted to write-ups of almost one hundred prominent office appliance forms in Germany and other countries. The articles are richly illustrated and deal both with the personnel of the various companies and their plants, as well as giving something of the history of each. The publishers of this excellent magazine are to be highly complimented.

GUATEMALA, C. A.

Guia Official (Guatemala, C. A.), September. To anyone who reads Spanish and is interested in the Latin-American republics this little monthly ought to be invaluable. Its publishers seem to have gotten the knack of choosing each month the most important events and facts of both local and international interest and treating those in the concise yet comprehensive style which the busy business man values. The "Guia Official" is one of our most welcome monthly visitors.

ITALY.

L'Impresa Moderna (Milan), July. We have recently received this number which bears on one of the opening pages "The Decalogue of the Subscribers to L'I. M." The general idea expressed is so good that we pass it on to our readers with the suggestion that the same admonitions may be applied to Office Appliances: "Read the magazine carefully and keep it on file; tell your friends about it; read the advertisements; profit by reading the magazine and let us profit by your suggestions as to how we may better it; take advantage of our Special Service Bureau." Herein, it seems to us, are incorporated the principles which would make any publication successful. One of the most interesting articles in this issue of L'Impresa Moderna is one on "The Kaiser in Industry." The German emperor is particularly fortunate in that his reign has come during a period of remarkable commercial development. Hence, Germans point with pride not only to the strides which the nation itself has made commercially, but to the individual efforts of their emperor who, it is said by persons qualified to speak on the subject, would make a success of any business which he might administer even if as a private citizen. Such articles as the above together with the regular pages devoted to advertising, salesmanship, new devices, etc., give L'Impresa Moderna an enviable position among trades journals.

The Article Most in Demand
is a
PARCEL POST SCALE
with a computing dial that shows everything at a glance
TRINER "DISPATCH"

Capacity
12 lbs. by ozs.
Price
$3.25

Most practical and up-to-date scale for weighing packages for Parcel Post. U. S. Government got 20,000 of our **Parcel Post Scales** in Dec. Large profits and satisfied customers by selling our scales.

Order through your Jobber

TRINER SCALE & MFG. CO.
2716 W. 21st Street - - Chicago, Ill.

A BINDER OF UNUSUAL VALUE

The Fulton Transfer Ledger is a new binder, perfect in construction and of great durability.

This binder, like our other products, is made for service. It costs a little more than the average run of binders, but it is worth a great deal more.

METAL HINGES
ALUMINUM
END TIPS
ALUMINUM
HINGE LUGS

The hinges remain firm and do not wear out. There is no rusting or corroding of metals. The binder easily withstands hard service, and with ordinary care will last a lifetime.

DEALERS. Write for complete particulars regarding our entire line of loose leaf devices. We can show you a way to increased profits in your loose leaf business.

THE NELSON CORPORATION
Master Craftsmen in the Art of Quality Building
4114 W. Ravenswood Park (Cor. Warner Avenue) :: :: :: Chicago

RUBY RUBBER BANDS

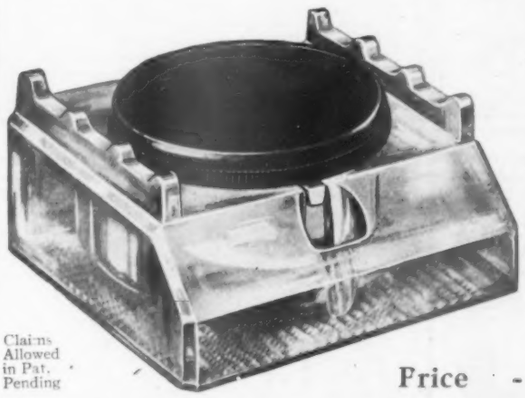
THIS brilliant red band, unusual not in color alone but in elasticity and strength, is now put up in twelve different assortment boxes retailing from 10 cents to $2.00 each. The **RUBY** is the best band of the times. The boxes are in keeping.

Samples and full information sent upon request

EBERHARD FABER: NEW YORK

The "CHELSEA" Inkstand
NOW READY

A new low type of inkstand with a rotary vulcanite cover, which screws into a porcelain plunger, which can be raised or lowered by the rotary movement of the cover, thereby regulating the quantity of the ink in the dip cup, the level of the ink in the dip opening always being kept at the proper height to properly ink the pen.



The edge of the base is beveled off to form an incline face to facilitate the insertion of the pen at an angle. The dip opening itself extends at an angle, a point users of inkstands will appreciate. The "Chelsea" has three parts, and is absolutely indestructible. Nothing can get out of order; evaporation is reduced to a minimum and it always

Inks the pen just right

Claims Allowed in Pat. Pending

Price - - Each, 50 Cents

Cushman & Denison Mfg. Co. 240-242 West 23d St NEW YORK

A NEW EYE SHADE
As Light As a Feather

Made of celluloid, bound all around, buckles in the back—no pins to catch in the hair.

This shade positively protects the eyes from troublesome sidelights which so often result in eye disorders.

Retail price 25c.

ASK YOUR JOBBER FOR THEM
SOLD BY ALL FIRST-CLASS JOBBERS

CHICAGO EYE SHIELD CO.
134 South Clinton St., : CHICAGO, ILL.

THE MARK OF QUALITY

THE COMPLETE LINE

If you are in the market for ribbons and carbons, send us your order. We make everything known in these goods including **carbon papers, stamp ribbons, typewriter ribbons, carbon rolls,** also **transfer papers, typewriter oil** and **numbering machine ink.**

Get acquainted with us. You will find the goods and prices right.

J. A. HEALE & CO.
MANUFACTURERS
94 JOHN ST., NEW YORK

TROUT STANDARD FILING SYSTEM
904 Bailey Building, Philadelphia, Pa.

Write for Particulars Regarding
VERTICAL SLOT
(Partition Device)
A New Invention Used in
TRANSFER CASES
$2.00 Each $20.00 per Dozen

No. 30

AN EASY TO CLEAN SANITARY CUSPIDOR. MADE OF LOW BRASS, GIVING IT A RICH GOLD FINISH. REMOVABLE TOP - WHITE INNER RECEPTACLE. A CATALOGUE OF OUR FULL LINE FOR THE ASKING.

The Ireland & Matthews Mfg. Co.
DETROIT MICHIGAN

NUMBERING MACHINES BAGGAGE CHECKS CORPORATE SEALS POCKET NOTARY TRADE CHECKS RUBBER STAMPS

We are "MANUFACTURERS" not Agents for these Goods

123456
CHECK PROTECTORS

SEALS, STENCILS, BADGES, STEEL STAMPS
METAL CHECKS, POCKET COINS, RUBBER STAMPS, ETC.

MEYER & WENTHE
STORE 108 N DEARBORN ST CHICAGO FACTORY 24 TO 30 S. JEFFERSON ST

Catalogues & Bulletins

The Grobhiser-Cabinetmakers Companies' new catalog for 1913-14 is an interesting document. This company, whose factory is at Sturgis, Michigan, turns out an extensive line of office and directors' tables which the new catalog lists with great completeness of detail and a wealth of illustrations. No less than fifty-four different styles of tables are shown in this catalog from the heavy bank and directors' tables made from mahogany or quarter-sawed oak, to small stands for telephone use and small tables for offices and mailing rooms. All these tables are well finished and each one is splendidly suited to the use for which it is designed.

* * *

The most recent catalog of the Johnson Chair Company of Chicago, is a volume of 138 pages bound in limp covers. It contains a wealth of information on office chairs and stools, settees, etc., so arranged as to be exceedingly valuable to all the dealers in office furniture and equipment. The line embraces a most extensive variety of chairs for all purposes, even to the high-chair for the baby, and even his cradle is not forgotten. The last two or three pages of the catalog show several devices which are attached to the Johnson chairs, including rubber tips, brass plated castors, "domes of silence," removable rubber tips, spring seat mechanisms, etc., etc. The catalog is printed on a high grade of book paper and in detail and illustration is one of the finest that it has been our privilege to see.

* * *

There has come to our desk a neat, attractive catalog, "The Mail-om-eter," issued by the Mail-om-eter Company, whose main office is at Detroit, Mich., with branch offices at Chicago, New York and St. Louis. This catalog describes the mechanism and use of the Mail-om-eter, a combined sealing, stamping and counting machine, and the Mail-om-eter Sealer, which seals and counts. Either of these machines, it is said, will turn out 250 envelopes per minute. The advantages common to both are: Electric operation, simplicity, gear transmission, durability, and the absence of wicks, pads and sponges, the moistening operation being effected by metal feeds. The Mail-om-eter provides a safeguard for stamps in that they are locked in the machine and each stamp automatically counted as affixed. The sealer, after a severe competitive test, has been adopted by the United States government for service in several departments at Washington.

* * *

The special catalog of office chairs and settees recently issued by the Midland Chair and Seating Company of Michigan City, Indiana, is a valuable contribution to the list of catalogs upon the subject of office furniture. The line includes a large number of office chairs both of heavy and light construction, leather covered and otherwise, also an attractive line of settees. Included in the different articles described are swivel chairs for desks, swivel chairs for typewriters, plain chairs for office use, arm chairs of many different descriptions, besides chairs for dining rooms, halls, etc. The variety is very considerable and offers a wide selective choice to the dealers. This catalog should be in the possession of every dealer in office furniture. A line of stools for restaurants and for bookkeepers' use is also shown, likewise camp chairs and settees for porches, etc.

* * *

The General Fireproofing Company of Youngstown, Ohio, has recently sent out a clever bulletin entitled "The Modern Tendency to Save Space." Two cuts are presented on this bulletin which is printed on an ordinary letterhead, one representing the young lady of 1863 with her starched crinoline skirt. The other illustration in the lower right hand corner shows the neat young woman of 1913 with her modish gown, slit skirt, etc.

The argument is cleverly adapted to the use of Allsteel filing equipment as a method of saving floor space in offices. Some tips on the fire-resisting qualities of steel office equipment are also given.

* * *

Office Appliances is in receipt of a catalog from the Siekert & Baum Stationery Company, which is the biggest thing of the kind we have seen since the advent of the mammoth Tower catalog some months ago. The Siekert & Baum catalog contains 416 large pages and is bound in heavy manila covers. With it also comes a supplementary catalog of loose leaf devices containing fifty pages. These catalogs together form a very valuable compendium of information with regard to stationers' specialties of all kinds. The Siekert & Baum Stationery Company is to be congratulated upon the issue of this work and doubtless the compiler of the catalog is most heartily congratulating himself that the work is done.

Cook's Chairs Mean Increased Profits on Every Line You Sell

A live line is like a live wire—it magnetizes all around it. And the house that sells a single Office Appliance line that really brings the trade 100% satisfaction soon finds that demand spreading throughout every article in its stock. That's our success secret for

COOK'S QUALITY LINE CHAIRS

Our specialties—SPRING BACK TYPEWRITER AND OFFICE CHAIRS—are designed for durability and comfort and meet the most exacting requirements of your customers.

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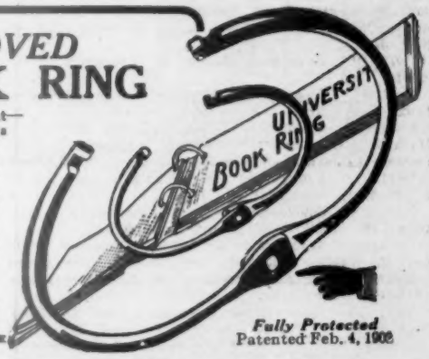

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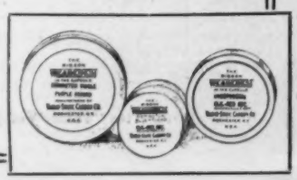

PATENTS

SOME OF THE RECENT INVENTIONS LISTED

BEING A RECORD OF THE LATEST IN OFFICE APPLIANCE PATENTS

1,071,030. Record Keeping Card. Augustus Carter, Fayette, Iowa.

1,071,126. Typewriting Machine. Clio B. Yaw, Arlington, N. J., assignor to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,071,170. Typewriting Machine. Frank Lewis Morgan, Washington, D. C., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of New Jersey.

1,071,189. Envelope. George E. Thornburg, Winchester, Ind.

1,071,254. Typewriting Machine. John McRaven, Little Rock, Ark.

1,071,273. Combined Typewriting and Computing Machine. Barnham C. Stickney, Elizabeth, N. J., assignor to John T. Underwood, Brooklyn, N. Y.

1,071,311. Adding and Recording Machine. Walter S. Graffam, Providence, R. I.

1,071,358. Educational Device. Stephen C. Matthews, St. John, New Brunswick, Canada.

1,071,382. Accumulator for Adding Machines. Sydney B. Austin, Pikesville, Md., assignor by mesne assignments, to Austin Adding Machine Corporation, of Delaware.

1,071,383. Typewriting Machine. John H. Barr, New York, N. Y. assignor to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,071,410. Chain Adding Machine. Herman Gall, Berlin, Germany.

1,071,415. Loose-Leaf Binder. Charles John Heidel, Cincinnati, Ohio.

1,071,439. Typewriting Machine. Alfred G. F. Kurowski, Brooklyn, N. Y. assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,071,487. Filing Case Drawer. William W. Watson and Hjalmar Carlson, Jamestown, N. Y., assignors to Watson Manufacturing Company, Jamestown, N. Y., a corporation of New York.

1,071,495. Typewriting Machine. Clio B. Yaw, Arlington, N. J., assignor by mesne assignments to Remington Company, Ilion, N. Y., a corporation of New York.

1,071,500. Loose-Leaf Binder. Charles L. Baldauf, West Hoboken, N. J., assignor to Thomas Nelson & Sons, New York, N. Y., a corporation of New York.

1,071,531. Filing Cabinet. Claude B. Stillwell, Savannah, Ga.

1,071,538. Fountain Pen. Francis W. Vaughn, Jr., West Medford, Mass., assignor to Vaughan-Upton Company, Boston, Mass., a corporation of Massachusetts.

1,071,548. Paper Fastener. Edward Loomis Bowes, Kettle Falls, Wash.

1,071,612. Typewriting Machine. Stephen H. Farnham and Arthur W. Smith, New York, N. Y., and Joseph Phelps, Belleville, N. J., assignors by mesne assignments to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,071,625. Index Holder or Tab for Filing Cases and the Like. Robert E. Morrell, Wabash, Ind., assignor to Wabash Cabinet Company, Wabash, Ind., a corporation of Indiana.

Copies of any of these patents can be obtained by sending fifteen cents in stamps to E. G. Siggers, patent lawyer, Suite No. 33, N. U. Building, Washington, D. C., by mentioning Office Appliances.

1,072,463. Addressing Machine. Edward D. Howard, Buffalo, N. Y.

1,072,483. Paper Fastener. John J. A. Miller, Denver, Colo.

1,072,526. Shock Absorber for Typewriters. Noel Ray Stiles, London, England.

1,072,539. Drafting Instrument. Harry Allen Webster, Lancaster, Pa.

1,072,633. Loose-Leaf Binder. Henry C. Miller, Milwaukee, Wis.

1,072,730. Pen and Pencil Holder. Ernest N. Humphrey, New Britain, Conn., assignor to The Traut & Hine Manufacturing Company, New Britain, Conn., a corporation of Connecticut.

1,072,740. Calculating Machine. August Knistrom, Binghamton, N. Y.

1,072,741. Envelope. Albert G. Kolosa, Newberry, Mich.

1,072,768. Pencil Sharpener. Jeremiah O'Meara, New York, N. Y.

1,072,769. Cash Register. Charles Palmer, Catford, England, by Robert Briden, London, England, receiver in lunacy of said Palmer, assignor to George William Marsh and Charles Rundle Thomas, London, England.

1,072,867. Post for Loose-Leaf Binders. Henry C. Miller, Milwaukee, Wis.

1,072,899. Typewriting Machine. John H. Barr, New York, N. Y., assignor to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,072,919. Loose-Leaf Binder. Harry C. Crozier, Phoenix, Ariz.

1,072,933. Calculating Machine. Dorr E. Falt, Chicago, Ill.

1,072,934. Calculating Machine. Dorr E. Falt and Joseph A. M. Turck, Chicago, Ill., assignors to Felt & Tarrant Manufacturing Company, Chicago, Ill., a corporation of Illinois.

1,073,027. Register for Filing Accounts. Theodore C. Christensen, Menominee, Mich.

1,073,053. Combination Pencil-Clip. Olof F. Lawson and Charles Dungan, New Sharon, Iowa.

1,073,056. Envelope. Henry H. McFarlane, Extension, British Columbia, Canada.

1,073,068. Typewriting Machine. Walter E. Barnard, Hartford, Conn., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,073,083. Typewriting Machine. Walter E. Barnard, Hartford, Conn., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,073,120. Bill Fold. John A. Hellwig, Albany, N. Y.

1,073,198. Filing Case. Marcellus L. Whitcomb, Seattle, Wash.

1,073,206. Automatic Calendar. Albert T. Zabriskie, Passaic, N. J.

1,073,208. Penholder. George F. Brinkerhoff, Cuyahoga Falls, Ohio.

1,073,240. Pen Clasp for Multiple Writing Machines. Frank Amos Johnson, Dunellen, N. J., assignor to Signature Company, New York, N. Y., a corporation of New York.

1,073,248. Banker's Note Case. Anton V. Kouba, Verdigre, Nebr.

1,073,561. Penholder or Pencil Brace. Charles A. Beaulon, Canaan, Conn.

1,073,573. Typewriter. Edward C. Walter, New York, N. Y., assignor to Harry T. Ambrose, Orange, N. J.

1,073,574. Desk. Charles E. Wilson, Muskegon, Mich., assignor to The Shaw-Walker Company, Muskegon, Mich., a corporation of Michigan.

1,073,577. Typewriting Machine. Stephen H. Farnham and Arthur W. Smith, New York, N. Y., and Joseph Phelps, Belleville, N. J., assignors to Remington Typewriter Company, Ilion, N. Y., a corporation of New York.

1,073,704. Cash Register. Edward J. Von Pein, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

1,073,741. Feeder for Addressing Machines. Sandford C. Cox, Chicago, Ill., assignor by mesne assignments to Cox Multi-Mailer Company, Augusta, Me., a corporation of Maine.

1,073,818. Typewriting Machine. John Purdy, New York, N. Y., assignor to the Monarch Typewriter Company, Syracuse, N. Y., a corporation of New York.

1,073,854. Filing Device. Robert Helmer, New York, N. Y.

1,073,939. Line-Guide for Copyists. William Charles Spedden, Colville, Wash.

1,073,957. Register. James G. Cary, Jackson, Tenn.

1,073,976. Music Typewriting Machine. Luigi Fortoni, London, England.

1,074,087. Reversing Mechanism for Calculating Machines. Arthur Hantsch, Linden, N. J.

1,074,026. Pencil Sharpener. Frank Unruh, New Orleans, La.

1,074,093. Typewriting Machine. Edward B. Hess, Brooklyn, N. Y., assignor to Royal Typewriter Company, New York, N. Y., a corporation of New Jersey.

1,074,271. Leaf Binder. Lee Kingsley, Syracuse, N. Y.

1,074,347. Calculating Register. Albert G. Black, Millport, Ala., assignor of one-fourth to Alonzo K. Collins, one-fourth to William A. Shepherd, and one-fourth to Sid E. Wilson.

1,074,510. Renewable Leaf Book. Peter MacMaster, London, England.

1,074,555. Combined Cigar-Lighter and Pencil Point Protector. Frank McIntyre, New York, N. Y., assignor to Eagle Pencil Company, New York, N. Y.

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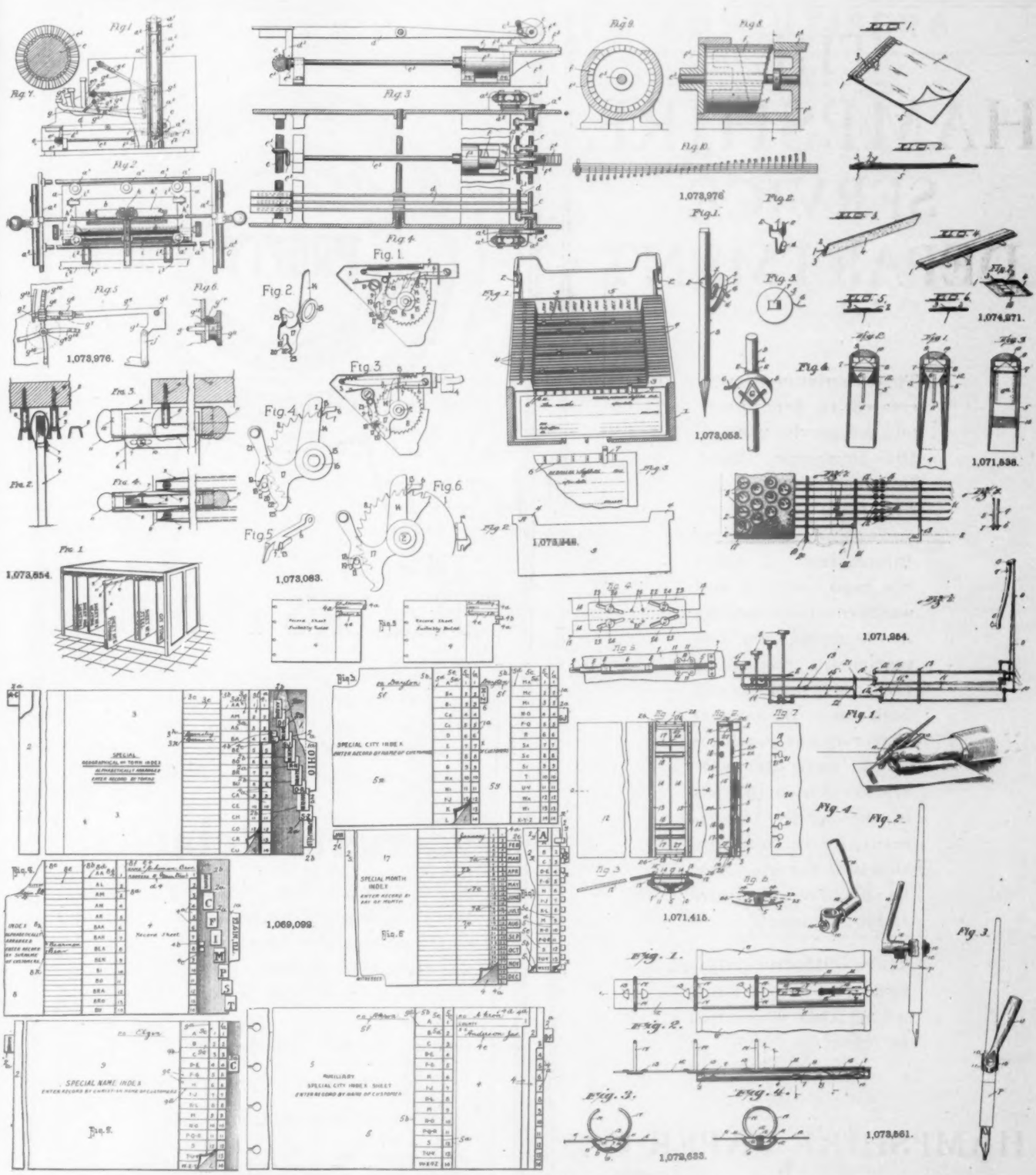

No. 1,073,976. Music typewriting machine; patented September 23, 1913, by Luigi Fortoni of London, England.—No. 1,074,271. Leaf binder for filing letters, bills, etc.; patented September 30, 1913, by Lee Kingsley of Syracuse, N. Y.—No. 1,073,854. Filing device; patented September 23, 1913, by Robert Heimer, of New York, N. Y.—No. 1,073,083. Means for arresting typewriter platen at the end of the line-space stroke; patented September 16, 1913, by Walter E. Typewriter Company of New York, N. Y.—No. 1,703, Barnard of Hartford, Conn., assignor to Underwood 248. Banker's note case; patented September 16, 1913, by Anton N. Kouba of Verdigre, Neb.—No. 1,073,053. Combination pencil clip; patented September 9, 1913, by Olaf F. Lawson and Charles Dungan of New Sharon, Iowa.—No. 1,071,538. Fountain pen; patented August 26, 1913, by Francis W. Vaughn, Jr., of West Medford, Mass., assignor to Vaughn-Upton Company of Boston, Mass.—No. 1,071,254. Improved shift-key mechanism upon a typewriting machine; patented August 26, 1913, by John McRaven, of Little Rock, Ark.—No. 1,069,092. Indexing means for record books; patented July 29, 1913, by John G. Wise of Elgin, Ill.—No. 1,071,415. Loose leaf binder; patented Aug. 26, 1913, by Charles John Heidel of Cincinnati, O.—No. 1,072,633. Loose leaf binder; patented September 9, 1913, by Henry C. Miller of Milwaukee, Wis.—No. 1,073,561. Penholder or pencil brace; patented September 6, 1913, by Charles A. Beaujon of Canaan, Conn.

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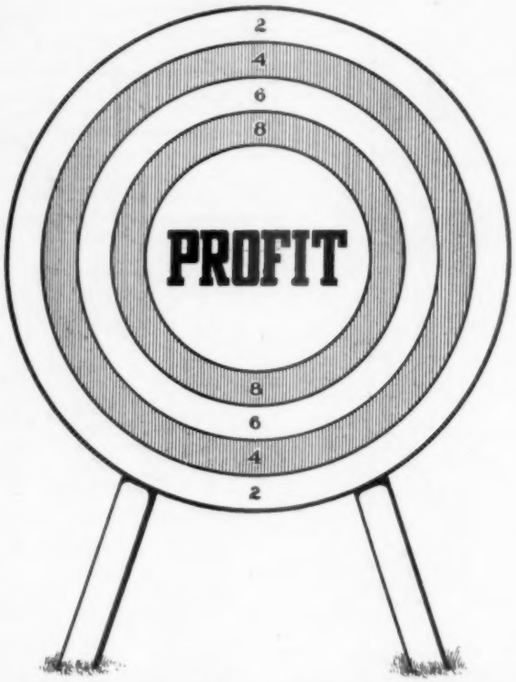

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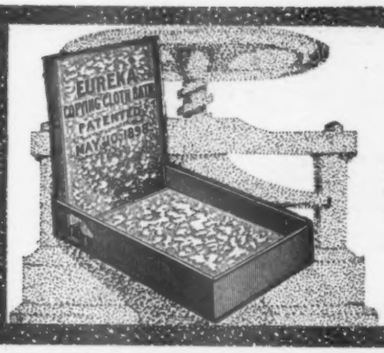

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Outlook Envelope Company
Rand McNally Building CHICAGO

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- Department Charts
- Accounting Forms
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Etc., Etc.

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The Oliver Typewriter Company

93 Oliver Typewriter Bldg., Chicago